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NEWS SUMMARY

GENERAL

Hain identity parade riddle

Peter Hain, the Young Liberal leader, snatched £490 from a Barclays Bank cashier on the spur of the moment, Mr. Michael Corkery, prosecuting, suggested at the Old Bailey yesterday. Hain pleaded not guilty to stealing the money.

Mr. Corkery said that at an identification parade three days after the robbery at the Putney bank, an accountant had been unable to say whether Hain was the man he had chased, though there was a resemblance. The robbed cashier had picked him out, but another teller pointed to a different man. Hain denied he had been to the bank.

The case presents a series of strange coincidences. The robbed cashier is named Mrs. Haines, the bank accountant who chased the thief is Mr. Timothy Haynes, the police photographer a Mr. Hayne and the fingerprint officer a Mr. Haynes. The trial continues today.

Britain must arrest Smith, says Kaunda

President Kenneth Kaunda of Zambia has called for British military intervention in Rhodesia and the imposition of a settlement leading to majority rule within a year. He said this was the only alternative to an escalating guerrilla war against the White Rhodesians and suggested that Britain should arrest Mr. Ian Smith and his ministers and dissolve the Rhodesian Parliament. Back Page

South African baton charge

Twenty-four workers were taken to hospital after South African police made a truncheon attack on Blacks outside the Johannesburg factory of Heinemann Electric South Africa. The company, in which Barlow Rand, the mining group, has a large stake, is an associate of a U.S. electrical concern. It has refused to recognise the All-African Metal and Allied Workers' Union and last week dismissed the works force of 600.

Rugby captain fights for life

Welsh rugby captain Mervyn Davies is fighting for his life and is unlikely to play again, according to a Cardiff neurosurgeon. The British Lions star was taken to hospital on Sunday with a brain haemorrhage after collapsing during the match between Swans and Pontypridd at Cardiff Arms Park. He has remained unconscious.

'Revenge' bomb

Scotland Yard detectives are working on a theory that the Olympic bomb on Saturday was planted by members of a South London Provisional IRA cell as a gesture of defiance after the discovery of two bomb factories in Clapham. Dom Basil Hume, the new Archbishop of Westminster, condemned the outrage on behalf of the Catholic Church.

Life raft 'rotten'

The crew of the Lovat, a sinking cargo ship, jumped into a life raft only to discover it had not inflated properly because part of the fabric had rotted, counsel for the Department of Trade told an inquiry at Swansea. The ship and all its 13-strong crew were lost in January, 1970.

Lost chords

A Wimbledon couple obtained an injunction in the High Court against the musical family in the flat downstairs. Trumpet-playing was banned and performing hours on the clarinet, piano, violin and violoncello were curtailed. The family was ordered to pay costs, to the tune of £2,000.

CHIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

	FALLS
RISES	
Treasury 10% pc	79.299 + 2
Amber Day	27 + 2
Barratt Ders.	119 + 4
Euston (S. and W.)	137 + 6
Bifurcated	32 + 4
Booker McConnell	141 + 13
Dundonian	44 + 4
Ferrierman (B.)	43 + 4
Gardner (L.)	88 + 4
Lanco	133 + 2
Mabre and Garton	137 + 5
Marine (Institute)	84 + 4
Met. (Tom)	50 + 4
Redfern Nat. Glass	32 + 4
Reed (W.)	32 + 4
Stanwood Radio	15 + 24
BP	615 + 5
De Beers Dif.	212 + 5
Sabina	93 + 6
Asscd. Newspapers	108 - 4
Avon Rubber	78 - 5
British Leyland	27 - 3
Burgess Products	34 - 31
Gerrard and National	235 - 15
Glasso	377 - 6
ICI	393 - 4
Lyons (J.) "A"	128 - 8
Nat. Westminster	231 - 5
Newman-Tonks	40 - 5
UDS	83 - 5
Uira Electronic	37 - 4
Union Discount	265 - 10
Warren (James)	38 - 5
Ultravac	157 - 5
Corn Gold Fields	132 - 6
Free State Geduld	161 - 11
Southern Kingza	75 - 16
Southval	429 - 29
Tronoh	81 - 5
Westfield Minerals	164 - 5

BUSINESS

Equities down 4; £ equals closing low

BY MICHAEL DONNE: PARIS, March 29

The British and French Governments after nearly four hours of talks here to-night postponed any final decision on the Concorde programme. They decided that no further Concordes beyond the 16 already committed will be sanctioned until justified by additional orders.

Those taking part in the talks routes to the U.S. and other parts of the world. It was pointed out that both sides in the Concorde programme saw early expansion of the route network as a main source of future airline interest in the aircraft and, therefore, the possibility of new orders.

The Ministers also said that they had instructed their officials immediately to examine the way in which a second generation supersonic transport ought to be undertaken.

It was pointed out that of the 18 aircraft authorised in production, only nine had been sold.

A basic aim will be to try to persuade Air France, which has ordered four Concordes, to order a fifth to bring its fleet into line with that of British Airways.

Realism

For the rest, the two Governments will try to ensure that countries which have options or letters of intent—Iran and Communist China—confirm the contracts as soon as possible.

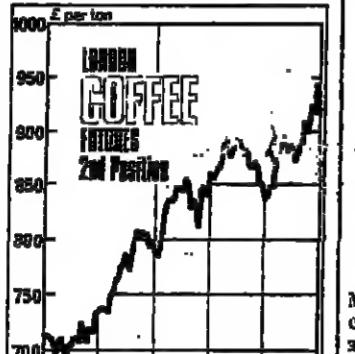
The result of the meeting, although less spectacular than many observers had expected or hoped for, does appear to indicate that the two Governments are viewing the market with a stronger degree of financial realism than, perhaps, has been the case in the past.

The communiqué said: "Given the heavy investments made by both countries in the Concorde programme, they will support every effort to accelerate the opening of all routes capable of being operated by Concordo."

Picture, Back Page

Coffee reaches new record

COFFEE prices resumed their climb yesterday. The London terminal market saw record quotations: the May (second



tonne) rose to 850 above the week-end level at £843.5. Page 53

• PROMPT ACTION is expected from the Government to exempt off-shore oil and gas installations from local authority rates. Grampian regional council yesterday assessed BP's Forties field at a rateable value of £8.5m. Page 8

• OIL COMPANIES have been told by the Government that it wants up to two-thirds of North Sea oil production refined in the U.K. Page 10

V and G report due out soon

• DEPARTMENT of Trade report into Vehicle and General Insurance is expected to be published soon. The company collapsed in 1971 leaving a million motorists without cover. Back Page

• ICI DECISION to grant sole bargaining rights for some 9,000 senior managerial and professional staff to the Association of Professional Scientists and Technologists—non-TUC union—drew warnings of non-co-operation from manual Labour unions. Page 13

COMPANIES

• BOOKER McCONNELL group pre-tax profits rose 16 per cent last year to £16.13m. The U.K. companies earned 7.7 per cent of the total. Page 22 and Lex.

• TALKS began yesterday with the Guyana Government on the terms for the acquisition of the Booker companies there. Page 35

• BARRATT DEVELOPMENT first-half pre-tax profits advanced to £4.96m. (£2.62m.) including £1.24m. from the recently acquired H. C. James. Page 23 and Lex

The proposed tripartite talks, which would involve the Government and British Shipbuilders, the State corporation which will take over the shipbuilding industry after nationalisation, were welcomed last night by Mr. J. Graham Day, chief executive-designate of British Shipbuilders.

"The sooner the talks go ahead, the better," he said.

Some shipbuilding companies may be disappointed by the Government's kid-glove approach yesterday in the light of recent Department of Industry statements that encourage measures to force U.K. shipowners to buy British had not been ruled out.

But the strength of the shipowners came at the end of a 45-minute meeting which included a grim outline of the crisis facing the shipyards from Mr. Eric Varley, the Industry Secretary, and shipbuilders will first agree on the scale of business they can do with each other, and then tell

the Government what it must do to clinch arrangements.

At least, suggestions for Government aid are likely to include better credit facilities than now under OECD standards.

Credit arrangements allied to competitive pricing and delivery dates, account for the fact that U.K. owners placed only 11 per cent of orders with U.K. yards last year, compared to the traditional 30-35 per cent.

But the GCBS also suggested talks on owners possibly chartering vessels from British shipbuilders.

• THE tanker industry's International Maritime Forum had its first meeting in London yesterday since the appointment in January of Sir James Dunnett, chairman. Sir James Dunnett and his 14-man advisory council, it is pledged to consider means of attacking the world tanker surplus.

After another exhaustive head count yesterday, the Foreign Secretary's supporters predicted that he would beat his main rival for the Prime Minister's office by about 144 votes to 130.

Their most optimistic assessment was that Mr. Callaghan might just gain the 188 votes needed to secure an outright victory; their most pessimistic figures put him no more than half a dozen votes behind Mr. Foot.

Whatever the outcome tomorrow, Mr. Callaghan's supporters were confident that the Foreign Secretary would finally emerge the victor by some 30 votes. Supporters of Mr. Denis Healey, the Chancellor, now well ahead in the race, would switch almost entirely to Mr. Foot.

Speculation that a change in the Labour leadership makes an Autumn appeal to the electorate more likely appears to come mainly from mainly Conservative sources.

Strenuous efforts were being made to counter suggestions that Mr. Foot's Left-wing socialist policies would automatically cost Labour the next general election.

Tories fight Budget broadcast

BY PHILIP RAWSTORNE

INTENSE Conservative opposition appears to have blocked day.

Against this background, Mr. Edward Short, Leader of the House, was yesterday considering whether the Government should give the Commons an opportunity to vote on the issue this week.

Mr. Short told backbenchers that Thursday if there were a demand among MPs for a Budget debate, he would table a motion to approve it.

Both the BEC and Independent Free State Geduld, 161-162, and Southval, 75-76, Southval, 429-430, Tronoh, 81-82, Westfield Minerals, 164-165.

Mr. Short's advisers claimed that they would like to broadcast the Chancellor's speech. The proposal could only be corrected by a motion supported by many Labour backbenchers and by the House to make arrangements for it.

Chrysler expects small 1977 profit

By Terry Dodsworth in Coventry

CHRYSLER U.K. expects a turnaround from losses of about £20m. in 1976 to a small profit in 1977, if the present state of industrial peace is maintained. The expected profit was described yesterday by Mr. Don Lander, head of Chrysler in Europe, as "marginal".

But executives of the company were confident that it could be achieved if the full programme of 8,000 redundancies under the Government's rescue plan were implemented. The company was well on the way to the target.

Slim down

Under the Government rescue plan, Chrysler will slim down to virtually half its size two years ago.

Its recovery may be helped by the unexpected upswing in British and European car markets this year. All its sales targets were based on conservative estimates of demand, and capturing a market share of about 3 per cent, to get back into profit. But Chrysler believes it has the potential to achieve at least a 10 per cent share of the British market.

The third factor in its revised plan is a series of new models, one, called the 424, and a surprise announcement, almost certainly joint development with the U.S. and European companies.

The car, a development of the U.S. sub-compact model to be launched by Chrysler in the U.S. late next year, will have some common components and features, but is likely to use the Sigma 1100 engine and running gear in Europe.

The third factor in its revised plan is a series of new models, one, called the 424, and a surprise announcement, almost certainly joint development with the U.S. and European companies.

The strikers are expected to come under increased pressure from their own union—the Amalgamated Union of Engineering Workers—management and the Government. To-day's meeting of the AUEW executive could well prove a turning point.

Last week Department of Employment officials impressed on Mr. Bob Wright, AUEW national executive member, that under the Government's counter-inflation policy there was no way by which the strikers' demands could be met before next month.

Against this background Leyland is to unveil its long-term rationalisation plans to senior stewards later this week, although the chances of any significant progress being made over the coming year depends very much on the next pay

policy.

Following yesterday's decision to remain out, shop stewards and SU management met for six hours without making

32 toolroom men stay out at Leyland

BY ROY ROGERS, LABOUR CORRESPONDENT

BRITISH LEYLAND'S industrial relations problems intensified yesterday when 32 toolroom workers at the company's key SU Carburetors subsidiary in Birmingham decided to continue their pay strike lay-offs from this and two other toolmakers' strikes

page to almost £8,000.

The State-financed company has now stopped producing Triumph Stags, Spider Dolomites and the 2000 range because of a strike by 350 toolroom workers at the Castle Coventry assembly plant, while Range-Rovers and Land-Rovers have been halted by a dispute involving 400 toolmakers at eight Rover plants in the Midlands and South Wales.

But the gravest threat comes from the SU strike which has halted supplies of carburetors used in all Leyland cars and petrol-driven vans, as well as many vehicles produced by other motor manufacturers. Leyland has sufficient stocks to last the rest of this week, after which widespread production difficulties and lay-offs are anticipated.

Gold in currency storm phase

BY C. GORDON TETHER

THE ALMOST rock-like stability that has characterised the free gold price throughout the latest international currency upheaval is significant in the sense that it suggests that the metal has been deprived—for the time being at all events—of some of its earlier appeal as a temporary refuge from monetary storms. On the other hand, there have been a number of new indications that the threat to its popularity as a method of providing long-term protection to capital is continuing to diminish in impressive fashion.

In earlier years, a massive flight from currencies on devaluation fears of the type that has been taking place during the past few weeks would have immediately found a powerful reflection in the uptake of gold—with appropriate consequences for the price of the metal. On this occasion, however, this reaction has been conspicuous by its absence.

Activity in the market appears to have been tending at a rather higher level than it was before-hand. But the supply-demand relationship has never changed to a sufficient extent to raise the price very far from the level of around \$130 an ounce.

Regretted

It seems that the international campaign which the U.S. Treasury has been spearheading to make gold look unattractive has succeeded in creating a general unwillingness to switch money taken out of weak currency countries into the metal. In the sense that this has greatly increased the scope for currency speculation that such circumstances provide, it is something that the sponsors of the anti-gold exercise may have cause to regret. For as Mr. James Sinclair, the American monetary expert, has pointed out, we can now expect such individuals to become a more or less standard feature of the economic scene.

Obviously storms of the kind experienced in recent weeks could still have been expected to occur even if gold's value in the safety valve sense had not been impaired in the way it has been—given the acute new uncertainties that have been injected into the international monetary outlook by the intensification of the battle for export markets and differences in the pace at which different currencies are being eroded by inflation. But they could have been expected to be much less intense and, therefore, much less likely to impose severe strains on weak currencies by driving up strong ones.

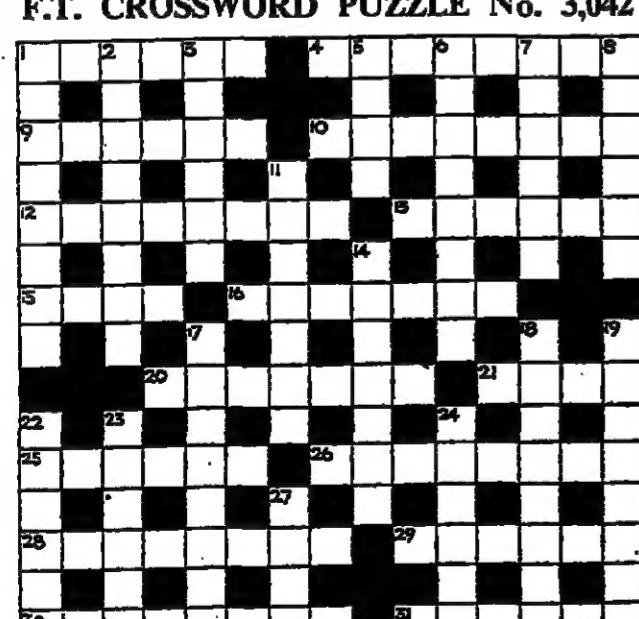
TV/Radio

* Indicates programme in black and white.

BBC 1

7.05-7.55 a.m. Open University (UHF only). 12.45 p.m. News. 1.00 Pebble Mill. 1.45 *Alone* (from the Channel). 1.46 Weather. 1.47 *Clawd Offa*. 1.58 *Regional News* (except London). 4.00 *Play School*. 4.20 *Crystal Pips* and *Alisair*. 4.26 *Jackson's*. 4.45 *Groover* and the Chasers. 5.05 *John Craven's Newsround*. 5.15 *Vision On*. 5.40 *Captain Fugwash*. 5.45 News. 6.00 Nationwide. 6.40 *Nationwide on the Road*. 7.10 *Bugs Bunny*. 7.20 *The Ellery Queen Who-dunit*.

F.T. CROSSWORD PUZZLE No. 3,042



SOLUTION TO PUZZLE No. 3,041

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RACING

BY DOMINIC WIGAN

Running Scared should be fit

RUNNING SCARED, who recently gave Hall Hobbs 15 lb and a three-quarters of a length beating in a handicap hurdle at Sandown, reverts to the Flat to-day for the 14 miles Holwell handicap at Leicester.

With his 7 st 8 lb reduced to 7 st 5 lb through Richard Fox's

LEICESTER
2.15—*Karelia*
3.15—*Just Amy*
3.15—*Running Scared****
4.15—*Apres Demain*
4.15—*Flaming Temper*
4.45—*Young Sovereign***

SANDOWN
2.00—*Curlew River*
2.30—*Catastrophe*
3.05—*Shifting Gold*
3.55—*Merchant Banker*
4.10—*Crokethorpe*
4.40—*Crokethorpe*

Apprentice allowance, this grey

apprentice well worth an interest.

A strong colt, who ended his flat campaign last year with a disappointing run at Chepstow in November, *Running Scared* is likely to have a useful edge in fitness over the top-weight High Jinks.

This should just give him the advantage over Tony Ivey's

Apres Demain, who created a highly favourable impression when scoring at Haydock and Salisbury last summer before finishing only third in Sandown's Solaris Stakes, reappears in the one mile Burton Overy Stakes.

As regards suggest, the Seven Barrows colt is in fine fettle and ready to do his best to foil *Apres Demain's* bid for a second Royal Artillery Gold Cup victory.

Later, it could pay to side with *Crokethorpe* in the Ubique Maiden Hunter's Chase. A year ago this event went to *Crokethorpe*'s stable-mate, Air General.

Bets shop manager told to pay

THE MANAGER of a betting shop which accepted credit bets of £1,000 against the company's rules must pay the £1,000 himself, a High Court judge decided yesterday.

Mr. Brendon Campbell was sued by A. R. Dennis and Co., whose betting shop in Chigwell Place, Ealing, London, he formerly managed.

Mr. Justice Wien held that Mr.

Campbell was in breach of his

duty to his employers by allowing

his shop to accept £1,000 in credit bets from Bryan Reynolds

—now in prison for armed robbery.

The Judge dismissed Mr. Campbell's counterclaim against

A. R. Dennis for £50 holiday

money and £100 commission.

Mr. Campbell, now a bookmaker operator, of Harrow, later

said he would appeal.

active, acquiring a large Russian tea cup and saucer painted by Giovanni Caselli. It was part of the tea cup and saucer collection.

Other notable prices were the £3,500 from Violante for a Capodimonte white and gold teapot and cover and the same price for a Vienna du Fouquier teabowl and saucer decorated by Jacob Helsch. A private buyer gave £2,000 for a Capodimonte figure of a street vendor modelled by Giuseppe Griec. (A 10 per cent premium must be added to all quoted prices).

Apart from failing to find a buyer for the most highly estimated lot, a miniature of the Swedish scholar Swedenborg, Sotheby's held a successful auction of miniatures and objects of art, the highest price being £1,000.

On April 14, Sotheby's expects new auction world records when it sells some Persian carpets as part of its Islamic Week to coincide with the World of Islam Festival.

Three carpets, in particular, two Herat carpets of the 16th and 17th centuries and a North Persian shrub carpet, are likely to beat the record of £23,000 set in New York in January. Before that, the record stretched back to 1928 when Lord Duveen paid £23,100 for an Isfahan carpet

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SALEROOM

BY ANTONY THORNCROFT

Cups and saucers top £112,000

ALMOST daily the evidence accumulates that the salerooms are having a much better time of it than a year ago. Christie's, for example, held a successful European porcelain sale yesterday, with prices comfortably and consistently above, or on, the pre-sale estimates. In early 1976 there had been problems in this sector. The total was £23,321.

In other words, what has been aptly described as the "insurance element" in the demand for gold should take care of all the metal the Fund is planning to dispose of in the year ahead.

And once it comes to be accepted that there is no danger of that exercise precipitating a major new slide in the value of the metal, it should be possible to count on investment and speculative buying reviving far enough to make the present level a fairly solid floor.

One might even see the price beginning to climb if continuing monetary warfare and renewed global concern about inflation were to combine to accentuate the growing distrust of currencies—and thereby strengthen the case for an International Monetary stabilisation link to gold as the only medium capable of that role.

At Phillips, a pair of Victorian mahogany veneered secretary bookcases sold to Curzon for £280, and Martini paid £540 for an antique carved oak cupboard. Oil paintings made £17,660.

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Japan will discuss U.S. steel quotas

BY PETER DUMINY

THE JAPANESE Government has told the Americans that it is ready for talks about American proposals to restrict imports of special steels.

However, the Japanese have emphasised that this does not mean they are willing to negotiate an orderly marketing agreement—which was what President Ford proposed on March 16, when he issued an ultimatum that import quotas will be imposed on three categories of special steel on June 14, if by then there have been no bilateral agreements with Japan, the EEC and Sweden restricting supplies to the American market.

The Japanese Government has also insisted that talks should be in the context of each country's commitments to GATT, adding that Japan does not concede the principle that an orderly marketing agreement between two or more countries is permissible under GATT.

At this stage, therefore, it seems that the Japanese strategy will be to try to head off a formal public inter-government agreement on special steels—which would be seen in Japan as a dangerous precedent apart from the principle at stake, the total (56,500 tons), whereas it is also unhappy about the arithmetic that has led the American International Trade Commission to propose overall 47 per cent (89,000 tons).

It is a matter of opinion import quotas based on one set whether this approach is more of figures, and a quota for Japan says this appears to be unfair and discriminatory. Japan is also unhappy about the fact that the EEC, which informed Washington last week, in effect, that five-year quotas are based on restrictions would apply to a handful of suppliers, not all. For it is completely opposed to the imports of the items from 1970 to 1974, and would be 146,000 instance, Canada will not be affected.

Record colour TV output

TOKYO, March 29
THE PRODUCTION of colour television receivers totalled a record 757,000 units in February, up 23.4 per cent from January and 91.7 per cent from last year, the Electronic Industries Association of Japan said to-day. An Association spokesman said brisk exports were behind the sharp rise in production.

Exports of Japanese colour television receivers were listed as 300,323 units in February, up 114.4 per cent from last year. Exports to the U.S. were 136,968 units during February, up 260 per cent from a year earlier. Overall shipments including domestic sales during February were listed as 593,000 units, up 13.7 per cent from January and up 44.9 per cent from last year.

AP-DJ

in accordance with GATT, but at suggested Japanese quota would be based on supplies between 1972 and 1974, a period in which exports were reduced.

The Ministry of International Trade and Industry says that a quota of only 37 per cent of steel suppliers—the European Community and Japan, will discuss on April 5 in Paris an "orderly marketing" arrangement to limit exports of stainless and tool steels to the U.S. market.

The official MITI spokesman was also unhappy about the fact that it is completely opposed to the imports of the items from 1970 to 1974, and would be 146,000 instance, Canada will not be affected.

Japanese exports of the three categories of special steel were 78,000 tons last year. The peak was 94,000 tons in 1971, after which exports dropped off to 37,500 tons in 1973.

On balance, the Japanese would in all probability be happy enough to settle the issue by means of so-called voluntary restraint in which neither Government is officially involved. However, it is apparently impossible for the Americans to edge towards such a compromise. In fact, the main reason for the present U.S. approach to the problem seems to be that the American courts have made mincemeat of industry agreements to restrict trade, under anti-trust legislation.

• AP-DJ reports from Brussels: The U.S. and its major special steel suppliers—the European Community and Japan, will discuss on April 5 in Paris an "orderly marketing" arrangement to limit exports of stainless and tool steels to the U.S. market.

U.K. exports to Taiwan expected to increase in next two years

TOKYO, March 29

BY CHARLES SMITH

THE TAIPEI office of the Confederation of British Industries, which has been assuming a gradually higher profile since the severance of Britain's Consular relations with Taiwan in 1972, was quietly renamed the Anglo-Taiwan Trade Committee at the beginning of February. The committee has a head office in London chaired by an executive of Lazard and a representative office in Taipei with one full-time U.K. executive.

Its function is to help U.K. businessmen who may come to Taiwan as would-be exporters or investors and to provide a flow of information about selling opportunities in the island. Britain's exports to Taiwan last year were worth £33.5m according to the U.K. figures (but over £35m. according to the Taiwan Government figures which include some goods re-exported by Hong Kong and Singapore as well as exports of ships for ship-breaking).

U.K. export earnings from Taiwan are expected to rise fairly sharply in the next couple of years as the Taiwan railway electrification contract won last year by GEC, and estimated to

be worth a total of around £70m., begins to show up in the export figures.

The combination of a low profile or non-existent official presence and rather active business contacts which characterises U.K. relations with Taiwan is paralleled with most other Western European countries and Japan. West Germany, whose exports to Taiwan last year were more than double Britain's, has a "Sino-German Cultural Institute" in Taipei through the Chinese ambassador accredited to the Communist Taiwan claims to have been harshly treated by the KGB in the allocation of textile import quotas and in the decision to exclude it from benefits under the GSP system of tariff preferences for developing countries.

The Deputy Director General of Taiwan's Foreign Trade Board, Mr. H. K. Shao visited the U.K. last November and plans to go to London again in May in order to discuss the textile issue. Mr. Shao said he found difficulty in contacting officials of the Department of Trade during his November visit but was able to hold some "informal talks". In the meantime, Taiwan has been permitted to open a trade office in London under the name of the "Majestic Company," which is nominally independent but in fact has close links with the Foreign Trade Board.

The Taiwanese claim to be giving preference to non-Japanese suppliers in the award of some major capital goods contracts. Taiwan also appears particularly keen to attract European industrial investment so as to reduce its present heavy dependence on Japanese and American investors.

One of these will be a 100 per cent owned Dulux paint plant while the other is a joint venture project with a Taiwanese partner for the production of methacrylic monomer. ICI's total investment in the two plants will be in the neighbourhood of \$3m.

Taiwan's overall exports last year were worth \$5.30bn. down 8.8 per cent from the 1974 figure while its imports were down 14 per cent. Exports this year, however, have so far been expanding sharply and two-way trade for the year could rise above \$13bn. according to preliminary estimates. Taiwanese trade officials claim on the strength of figures that the country's import market is the second biggest in the Far East after that of Japan.

W. German-USSR trade

West Germany could double its total trade with the Soviet Union by 1980, West German Economic Minister Dr. Hans Federer said in Moscow yesterday. Reuters reports. Dr. Federer said that trade with Russia last year totalled over DM10bn. (1bn.), which was over 25 per cent more than in 1974 and the trend seemed to be continuing. "In 1980 trade will probably have gone through the DM20bn. barrier," he said at the opening of a two-week West German exhibition of metal processing equipment in Moscow.

Car exports up. Japanese vehicle exports in February rose to 294,116 units, 15.3 per cent higher than the January level of 255,076 units and 47 per cent more than the 200,044 units sold in February, 1975. The Japan Automobile Manufacturers Association announced. Reuter reports from Tokyo. The contract will be signed at 750-ton Orient Leasing Hong Kong, Malaysia, Korea, Brazil, Indonesia, the Philippines and Singapore.

Whisky plant. Seagram's Ltd. of Canada, Stellensbosch Wine Trust Ltd. studying a project to produce whisky in South Africa. Stellensbosch Wine Trust managing director, Lester Bargh, announced. Reuter reports from Stellensbosch.

The association cited good sales to all major destinations for the February export gains. Exports to the U.S. more than doubled to 131,867 units from 58,782 units a year earlier. Export shipments to Japan in February totalled 15,700 units, up 15.2 per cent. Reuter reports from Stellensbosch.

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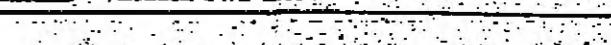
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Greece and Romania sign trade deal

By Our Own Correspondent

ATHENS, March 29

GREECE and ROMANIA signed a long-term agreement of economic, industrial, technical co-operation and new bilateral trade as under which some exchanges are expected double within the next years.

The agreements were signed at the end of a three-day official visit to Greece by Romanian President Nicolae Ceausescu during which talks with Premier Constantine Karayannidis on bilateral international issues.

The long-term agreement economic, industrial and technical co-operation covers a period 1976-80 and includes "most-favoured" clause.

Economic cooperation include the installation of industrial units and the extension of existing ones, and production of goods for third countries, the setting of joint enterprises for manufacture of goods their distribution, etc. or know-how, technical information, exchange of information in fields of culture and stockbreeding, co-operation in the field of shipbuilding, chemicals, electronics.

As a first step in this direction, Hellenic Shipyards (belonging to shipping magnate Stavros Niarchos) will buy two 26,000-ton Romanian ships this year, previously known as shipbuilding and under the building of vessels to Romanian state. President Ceausescu visited the Varsinais Athens last Saturday.

The new bilateral agreement foresees exchanges worth \$20m. Between Romanian products imported by Greece will include petroleum and timber, vehicles and machine tools, metallurgical ducts, livestock and chemicals.

An official communiqué issued to-day said that President Ceausescu and President Karayannidis expressed concern over the situation in Cyprus and were in favour of the continuation of the constitutional talks on a constructive basis for finding peaceful solution.

An investor's guide to IC Industries.

Our first love.

Until 1968, for 117 years, our only business was our U.S. railroad, the Illinois Central.

It was the Illinois Central that provided us with the foundation to diversify and grow—in eight years—from a \$300 million regional U.S. railroad to a \$1.5 billion international multi-business corporation.

Today, our Illinois Central Gulf Railroad is still the "Main Line of Mid-America... our heritage."

And then along came Abex.

In December 1968, we acquired the Abex Corporation and formed a Commercial Products Group.

Sales and earnings for the group have more than doubled during the past four years. In 1975, Commercial Products sales, primarily by the Abex Corporation, were \$541 million. Pre-tax income reached \$55 million. Both were new records for the fifth consecutive year.

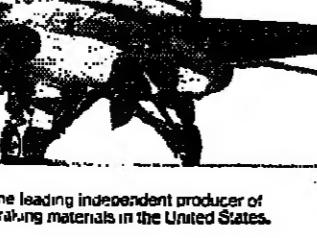
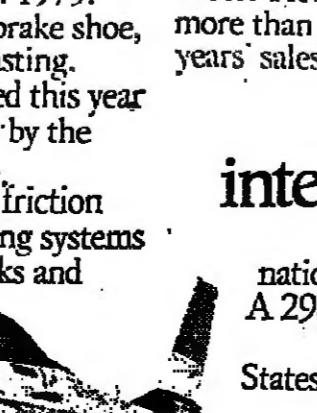
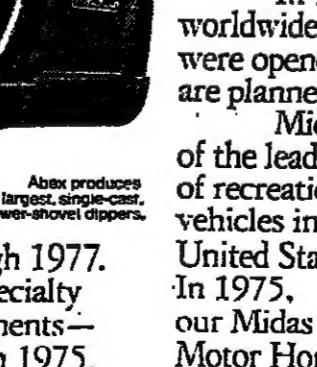
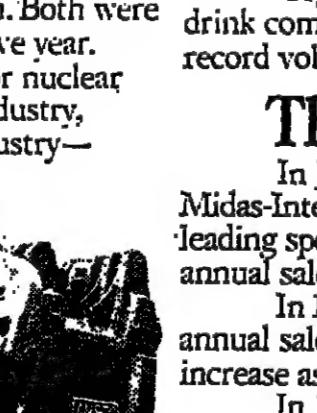
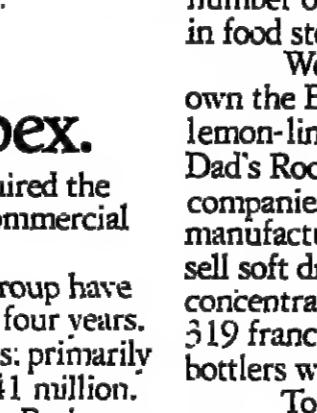
Abex Castings—products for nuclear power plants, the petrochemical industry, steel mills, mining and general industry—contributed sales of \$182 million in 1975.

An example of Abex casting technology is the world's largest, single-cast, manganese-steel power-shovel ripper. This giant 19-cubic-meter ripper, used in copper mining in the Western United States, is the first of several on order for delivery through 1977.

Abex Railroad Products—specialty trackwork and rolling stock components—contributed sales of \$139 million in 1975. The Abex Samson railroad brake shoe, a technologically superior, longer-lasting, spark-retardant product, was selected this year as the new standard for freight cars by the Association of American Railroads.

Abex Automotive Products—friction braking materials, tire molds, lighting systems and hardware for automobiles, trucks and buses—contributed sales of \$131 million in 1975.

Abex, the world's largest manufacturer of friction braking materials, now tests those materials at the world's largest and most comprehensive dynamometer test center,



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Pepsi is the number one cola in food store sales. We also own the Bubble Up lemon-lime and Dad's Root Beer companies, which manufacture and sell soft drink concentrates to 319 franchised bottlers worldwide.

Together, the sales of these three soft drink companies were up 10% in 1975, to a record volume of more than \$149 million.

The Midas touch. In January 1972, IC Industries acquired Midas-International Corporation, the world's leading specialist in auto silencer systems, with annual sales of \$78 million.

In 1975, four years after the acquisition,

annual sales reached \$160 million. A 105% increase as an IC Industries company.

In 1974, we added 52 Midas shops worldwide. In 1975, 80 new shops were opened. In 1976, 75 more are planned.

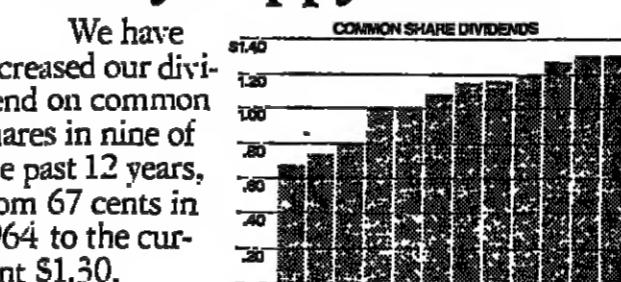
Midas is also one of the leading builders of recreational vehicles in the United States. In 1975, our Midas Mini Motor Home sales were more than the five previous years' sales combined.

Our international affairs. In 1975, IC Industries' international sales reached \$175 million: A 298% increase in seven years.

Our sales outside the United States include Abex automotive and railroad products, castings and hydraulics in Western Europe, India, Brazil, China, Great Britain and the Soviet Union; Midas silencer systems

in Canada, England, Belgium, France and Panama; and Dad's Root Beer and Bubble Up concentrates in 19 countries.

Many happy returns.



Our size hasn't gone to our headquarters.

For a corporation with sales in excess of \$1.5 billion, we operate with a small corporate staff—Chairman William B. Johnson, President Stanley E. G. Hillman, and only 84 others. We're lean. We like it that way.

It is a matter of business philosophy in which we take considerable pride that the best decisions are most often made at the operations level.

Our various company directors and executives manage their companies with a minimum of supervision by the corporate staff.



Stanley E.G. Hillman, President

William B. Johnson, Chairman

The rest of us.

There's a lot more to IC Industries. Our Illinois Center lakefront development in Chicago, Illinois; our LaSalle Properties venture in New Orleans, Louisiana; our two insurance companies, Lincoln Liberty Life and Midwest Life Nebraska; our H.F. Philipson & Co. mortgage banking facility; and a portfolio of other profitable interests. If you'd like to know more about us, write: IC Industries, Inc., 55, chemin Moise Duboule, Petit Saconnex, CH-1211 Geneva 28, SWITZERLAND.

AMERICAN NEWS

Usury in bid to avert strike by Teamsters

By JAY PALMER

NEW YORK, March 29. ED WITH the imminent arrival of a nationwide strike, President Ford's new teamsters' Secretary, Mr. William M., was this morning personally mediating in the continuing discussions between union leaders and employers in a New York suburb.

Earlier today officials in the Department warned that the threatened strike "not be permitted" and the Department prepared to take the necessary action, and so the Teamster Act, postponing the strike for an 80-day cooling-off period.

It is clear stand by the Government followed the vote over weekend by local Teamster leaders, representing some 100 lorry drivers, to start a strike on Wednesday if by that time the talks over the new one-year wage contract still deadlocked.

The strike vote was taken in ago after last week's negotiations between the union and employers broke down with Teamsters' firm rejection of their insisted was an offer. Although considerable differences remain, the union and the employers officially still insist that agreement is still possible.

The chances of a settlement inextricably bound up in the union's politics. In three months the union's current president, Mr. Frank Fitzsimmons, is

£40m. 'safety net' for Caricom states

By OUR OWN CORRESPONDENT

PORT OF SPAIN, March 29. Mr. Alister McIntyre, the Caricom Secretary-General, explained that the scheme will be established on April 30 and be operated either through a direct central bank cash transfer or a guarantee by the four central banks to an international lending agency such as the International Monetary Authority.

The Caricom Finance Ministers also agreed to increase the intra-regional clearing facility operated by the central banks from its present equivalent of £10m. to £20m. in the light of the expansion in Caricom trade.

Our Georgetown correspondent writes: Further consideration is to be given to a special fund to provide budgetary support for the Associated States and Montserrat—the so-called less developed countries (LDCs). The proposal is for a fund of £6m. with the four more developed countries (MOCs) contributing a total of £1m. immediately and the British and Canadian Governments balancing over five years.

Jussein in Washington without a fanfare

By DAVID BELL

WASHINGTON, March 29. HUSSEIN of Jordan is here later today for two days of talks during which the administration is expected to him out on recent Israeli attacks for the West Bank, and likely to return to the question of the terms under which he is buying Hawk missiles from the U.S.

There has been unusually little publicity about the visit, as the State Department White House is prepared to ease the King's itinerary comment at any length on precise reasons for the trip, which is nearly cancelled because of the fighting in the Jordanian town. This public reticence is interpreted here as a sign the Administration may be giving very little of substance to the talks.

With the deadline for the UN Middle East peace scarcely more than two weeks away, and the situation in Lebanon showing no improvement, the King's visit gives the Administration a chance to see if there still is.

Indicators rise by 0.8%

By JUREK MARTIN, U.S. EDITOR WASHINGTON, March 29.

U.S. index of leading economic indicators rose by 0.8 per cent in February over January. According to preliminary figures released today by the Commerce Department, it is more or less in line with the administration's expectations. In fact, the Commerce Department also announced today that the January gain achieved in January was, on revision, like as great an increase as was originally estimated in incomplete figures. January gain has now scaled down to 1.5 per cent because of the negative effect of the statistics on new business formation.

method of a statistical time pattern now appears to be emerging. Returns for first two months of the year

THE NEW YORK DEMOCRATIC PRIMARY

Showdown between Jackson and Carter

BY GORDON WEIL

THE NEW YORK Democratic states where organised labour is the most powerful in the country, has become pivotal to the entire contest. There will be 274 delegates at stake—more than in any other state except California.

In March did the New York State legislature decide to allow voters to vote for their favourite presidential candidate. That may seem to be what primary elections are all about in any case, but originally New York Democrats were to be permitted to vote only for candidates for delegate to the Democratic convention. These candidates will show just how much their membership means. Senator Jackson is running on it being decisive. But he worries.

The primary on April 6 actually consists of 39 separate contests, one in each of the New York congressional districts. So he holds the threat of a Carter victory before the eyes of the union leaders and presses for their support.

Senator Jackson's other asset is the support he has among Jewish voters. There are 1.8m. Jews in New York City, far more than in any other city in the world. Virtually all are Democrats, and they vote more heavily in primaries than other groups.

Representative Morris Udall, trying to unite the powerful liberal faction behind his candidacy.

Senator Jackson sees the New York primary as a chance to regain the momentum he has lost to Mr. Carter since Florida. He believes he can defeat Mr. Carter in northern industrial heat. Mr. Carter is the man who

will be under most pressure to "everybody is trying to outdo him. Mr. Carter, the most conservative each other." Mr. Carter quietly stepped up his efforts in the black community.

After a quarrel with the AFL-CIO about trade legislation, Senator Jackson has become the favourite of the old-line union leaders. The Washington Senator voted for the 1974 Trade Act against the wishes of the AFL-CIO president, Mr. George Meany, who wanted a far more protectionist Bill. But now Mr. Meany and his colleagues see Senator Jackson as their best friend among the surviving candidates.

Washington support for Senator Jackson is that he enjoys the same policies of love may prove too

beneficiary. Whatever the trade collar and intellectual constituencies wanted, rank-and-file workers have given some support to Mr. Wallace in the past.

They may shift that support to Mr. Carter.

In short, New York will almost certainly be the real showdown between the two moderate-conservative candidates in a northern state. Mr. Jackson could not survive a loss here, while Mr. Carter would carry even if he lost badly, though he would lose much of his momentum.

What about the liberals? It is an axiom that for the reform Democratic liberals of New York city politics is a passion, and they have fought their way into a very influential position in state politics. They deeply disapprove of Senator Jackson because he supported the New York City police, and they call Mr. Carter "our Nixon" because their candidate is "ideologically inconsistent." They believe that in taking stands on many issues merely to win specific primaries, that some of his actions did not obtain enough valid signatures, accepting the names of people who were not registered, or who did not live in the district. Mr. Udall is spending \$400,000 to bring his campaign back to the state, hoping to come out on top.

Most liberals had supported Mr. Udall, his campaign in New York, has been questioned in the State Board of Elections about allegations that some signatures were forged. Asked if the Wallace campaign in the State was collapsing, Mr. Dan Williams, who heads it in New York City, said: "It's just a matter of time." There may well be no Wallace delegate candidate. Vice-President Nelson Rockefeller, who fails to fire their enthusiasm, they question whether his appeal extends beyond white, older, behind closed doors.

The chief import of the New York Primary is that out of all the confusion it will greatly simplify the Democratic Presidential race.

Washington support for Governor Wallace has traditionally been strong, and they have given him a more influential position in state politics. They deeply disapprove of Senator Jackson because he supported the New York City police, and they call Mr. Carter "our Nixon" because their candidate is "ideologically inconsistent."

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SOCIALISTS AND COMMUNISTS UNITE IN OPPOSITION

Madrid bans news conference

BY ROGER MATTHEWS

THE SPANISH Government More than 15 parties and blown up to-day and a cafe near to-night banned a Press conference called to give details of represented in the new alliance. Although considerable damage was reported, no one was injured.

Centrist and Left Wing parties through Socialists and Social Democrats to the left-wing which aims to present a demo- eratic alternative to the present Christian Democrats.

Plain clothes officers from the expected that the parties in the political police took the names alliance would win a substantial of journalists arriving for the vote in any general election, meeting and then said they although the present unity is would be arrested if they did only intended to bring about not move away. At least two such conditions and would not political leaders were taken to last beyond a constituent period.

A police officer said the Press conference had been banned by express orders of the Ministry of the Interior which is headed by Senor Fraga Iribarne, supposed the most reform-minded member of the Government.

Earlier, Government officials had stated that the Democratic Co-operation, as a new organisation is called, was a tool of the Communist Party and claimed that its formation represented a threat to the country similar to that presented by the setting up of the Popular Front in 1936. Soon after that event, Government officials said, Civil War broke out.

The extreme right wing has also been in action again. The house of a man accused of Basque nationalist sympathies near the town of Guernica was

from the south after a middle-aged woman had been knocked down and killed at a notorious accident black spot.

Renter adds: The plan by outlawed Spanish Socialist and Communist parties to sign a formal alliance is a blow to Government reformists, headed by the Interior Minister, who have tried to isolate the Communists and make the Socialists a "loyal opposition."

Informed sources said some of the signatures still had to be seen ratified by their party Congresses. But they added that the alliance would be backed by the two major opposing trade union movements, the Socialist-affiliated General Workers Union and the Communist-inspired Workers Commissions.

Further evidence of polarisation in Spanish politics came yesterday when an ex-army leader told a cheering rally in Madrid that his men would "take to the streets" if the Government did not enforce General Franco's Basic Laws.

The rally, which drew more than 2,000 people, was addressed by the president of the group called New Force, Senor Blas Pina.

MADRID, March 29.

Aegean challenge by Turkey

Turkish Deputy Prime Minister Alpaslan Turkes said that all Greek islands in the Aegean Sea within a distance of 50km from the Anatolian Coast should belong to Turkey, officially challenging for first time Greece's sovereignty over her Aegean Islands, reports Metin Munir from Ankara.

All islands which are close to Turkey, including the Dodecanese, must belong to Turkey, Turkes said in a newspaper interview published to-day. All islands big and small from north to south within 50 km of the Turkish coast, including Lesbos and Rhodes, are in this category.

UPI writes from Istanbul: U.S. bases in Turkey, closed last year, will be re-opened after the new Turkey-American defence pact is implemented. Foreign Minister Ihsan Sabri Cagayangil said yesterday.

After the bilateral agreement is implemented, U.S. bases in Turkey will be re-opened. Mr. Cagayangil told reporters on his return from Washington where he signed the new agreement on Friday after settling final details in three sessions with Secretary of State Henry Kissinger.

Finland strike

The entire Finnish merchant navy went on strike yesterday, reports Lance Keyworth from Helsinki.

Bargaining continued throughout the night and right into mid-day yesterday. The deadline given by the State Arbitrator for industrial disputes for acceptance or rejection of his compromise proposal.

The employers accepted his proposal on condition that all four unions involved did the same. The Union of Ships Officers rejected it out of hand, which automatically started the strike.

& Cargo services between Finland & the east coast of Britain will be hit by the strike. Both Harwich will be affected. A spokesman for Feistows said that weekly sailings of the Orion would be hit for the duration of the strike. A spokesman at Harwich said that the Orion II would be making this week's voyage from Harwich to Turku in Finland but he added that it was not known when the ship would return.

Bergman case

Tax charges against film and stage director Ingmar Bergman have been dropped but Sweden's foremost artist is now in seclusion on a remote Baltic island, III and with reports from Stockholm.

Opel prices

Adam Opel AG, a unit of General Motor Corp. of the U.S., announced price increases for the remote West German Market averaging 4% per cent effective today, reports AP-DU from Rüsselsheim.

The announcement followed similar increases at Volkswagen AG and Ford of Cologne earlier this month.

Benelux taxes

Finance Ministers of Belgium, the Netherlands and Luxembourg agreed yesterday on harmonising excise taxes on cigarettes and beer in the Benelux, reports AP-DU from Brussels.

The common excise tax on cigarettes will be 60.5 per cent.

The value-added tax, varying from 2 per cent in Luxembourg to

12.8 per cent in Holland, will remain unchanged.

Emergency negotiations under

the SPD's deputy national chairman, Herr Hans Koschnick, have put off this humiliating threat,



Egyptian President Sadat (left) with West German President Scheel in Bonn yesterday.

Sadat in plea for PLO

EGYPTIAN PRESIDENT Anwar Sadat appealed last night for West German support for the Palestine Liberation, despite the fact that the organisation would not be granted recognition.

In the first speech on his two-week trip to five European nations, Sadat said that the Palestine problem is the heart of the Middle East dispute.

It is time that the Palestine people gets its national territory and is state in which it can live properly and develop," he said at a dinner given in his honour by President Walter Scheel.

"It is time the Palestine people gets back its legitimate rights after suffering the bitterness of banishment for more than 28 years and had to atone for a guilt in which it had no part," Sadat went on, adding:

"I am certain that this appeal will find an echo in the German people, exactly because it has gone through world wars and

their results. I cannot imagine that the German people will not have sympathy for the just cause."

The man who was excreted to all who die the Second World War, being the six Jews killed by the Nazis soldiers on the various fronts of the will of this people fighting for its rights, and which deserves all support."

Mr. Sadat has not wavered from Pan-Arab demands for recognition of the Palestine Liberation Organisation as the sole representative of the Palestinian people, restoration of all Israeli-occupied territory, as well as an early reconvening of the Geneva Middle East peace conference.

Mr. Sadat and his wife were given a 21-gun salute on their arrival at the airfield which was guarded by strong police contingents. He made no arrival statement.

On his programme to-day was

BONN, March 29.

wreath laying ceremony at a monument to the victims of Nazism. The man who was excreted to all who die the Second World War, being the six Jews killed by the Nazis soldiers on the various fronts

Diplomatic sources said Germany would not lift its ban on arms shipments to front areas and Mr. Sadat would no arms to replace those Russia had promised.

Mr. Sadat abrogated Egyptian friendship treaty with Russia last week because Russia's refusal to give him promised arms. He said in Spiegel interview that Russia also blocked India from sending arms to Egypt.

Although he will get no Government sources said Germany would grant Mr. Sadat at least DM100,000 (\$40,000) capital aid along with the amount in credits.

UPI

Middle East news Page

SPD dispute as election looms

BY ADRIAN DICKS

LESS THAN a week before the party can retain power in Munich.

No less painful has been the recent conference of the Young Socialists, who have somewhat coolly agreed to give the SPD support in October, while giving plenty of evidence that they remain uncomfortably radical in the eyes of many SPD regulars.

Finally, dissatisfaction is once again reported to be rife in the State of Hesse, an SPD stronghold, where Herr Albert Osswald, the State Premier, is under heavy attack for his share of the blame in the difficulties of the Hessische Landesbank.

Adding to the SPD's difficulties in tackling these problems are fresh reports of a falling-out between Herr Schmidt and Herr Willy Brandt, the former Chancellor and now party chairman. Herr Schmidt is said to resent Herr Brandt's interest in foreign affairs, and especially his attitude towards Communist participation in a future Italian Government.

With talks continuing in number of other important sectors, it now appears that Government's greatest difficulty lies in the public sector wage round, where, ironically, the Government and local authorities are themselves on employer's side of the table.

of French coalition. Herr Schmidt is said to be among those who feel that the Chancellor blundered in letting the Democrats and the opposition share the credit for the treaties.

• A 5.3 per cent wage increase was agreed between management and unions in the German building industry, eight, covering about workers and taking effect from May 1. Following provisional agreements of about 5.8 per cent for metalworking and engineering workers, the deal is second in a major industry year to fall well within range considered acceptable by the Government.

With talks continuing in number of other important sectors, it now appears that Government's greatest difficulty lies in the public sector wage round, where, ironically, the Government and local authorities are themselves on employer's side of the table.

The U.N. Economic Commission for Europe

Forward from Helsinki

BY DAVID EGGLI

THE ACID test of the political will of European states to work towards greater harmony and understanding in their relations as spelled out in the Helsinki Agreement has yet to come. But many countries will be closely watching the new session of the United Nations Economic Commission for Europe, from to-day to April 10, for signs of progress.

Responding to the call in the Final Act of the Helsinki Conference on Security and Cooperation in Europe (CSCE) for a dynamic evolution of economic relationships within the region, the Executive Secretary of the ECE, Mr. Janusz Stanovnik, seeks in his report to the commission to review the pattern of co-operation among the Governments of Europe and North America and has put forward a detailed set of proposals. Regardless of differences in political, economic and social systems, he suggests opportunities for closer economic ties are increasing and advantage should be taken of the fact.

The ECE Secretariat is thus poised to encourage participating states in Eastern and Western Europe towards a more dynamic, integrated and forward-looking approach to their multilateral relations. What that means in practical terms remains to be seen, and it is not expected that the 31st annual session of the 34-nation Commission will arrive at any sweeping decisions. But the CSCE has provided new grist for an already well oiled machine, which may gradually extend its activities beyond the somewhat routine tasks which the commission has been handling in the past.

In Mr. Stanovnik's view, the Commission could actively assist Governments in the evaluation of long-term economic and technological policy options, helping to shape future co-operation. It could also develop the possibilities of trade within the region, integrate science and technology into economic policies, and bring environmental issues to the forefront of economic planning. The Commission could also work towards a much needed international infrastructure in the fields of transport, energy, and basic materials. It could act as a catalyst for the efforts to arrive

at a more efficient use of energy and to eliminate waste. Finally, it could assist the countries in the region, to formulate overall policies towards developing countries.

For the time being such ideas must be seen more as expressions of hopes than as specific objectives. But discussions within the Commission may help to bring the range of possible future activities into sharper focus. So far the broader initiatives appear to be coming largely from eastern Europe. The Soviet Union has requested inclusion on the agenda of an item concerning the holding of an All-European congresses on questions of co-operation in environmental protection, the development of transport and the use of energy. Poland had requested specific discussion on the role of the ECE in the light of the Helsinki Conference. In the hope that such discussion would be instrumental in streamlining the future activities of the Commission.

In a similar request the successful outcome of the Helsinki conference had created conditions "for wide and intensive inter-European co-operation in all fields" with "new possibilities for an appropriate broadening of the activities and a strengthening of the role" of the Commission.

Western countries have been a little less forthcoming in terms of new suggestions and will be watching with interest for indications of just what this good-will offensive really means.

Administrative barriers to trade are also an objective.

Mr. Stanovnik feels strongly that the ECE could be used governments to study the needs of organising large-scale multilateral projects related to the use of raw materials, transport. Land use could become a major field for the crossing over various existing lines of activity and involve subsidiary bodies dealing with environmental problems.

Energy conservation, which is felt that there should be more intensive examination of general energy problems. It pointed out that a number of studies are already under way including an investigation of use of waste heat from power stations, new techniques increasing productivity of underground coal mining, and for transport and storage of gas.

Of the future activities of the Commission, the report said that an increasing scarcity of water is already limiting expansion of energy supplies and the growth of agriculture. The water programme of the Commission, it claimed, is a well-balanced tool which could make for greater integration of national programmes by way of its long-term studies of economic perspectives.

These studies at present cover energy and basic products, but could, it is suggested, be extended through a more intensive dialogue among policymakers to include factors of growth and investment policies, integrated regional planning, manpower trends and the infrastructure of transport, as well as an assessment of long-term trade prospects.

With regard to east-west trade, the study of an international system of notification of laws and regulations relating to foreign trade, as proposed by the CSCE, could significantly extend the work already being carried out by the Commission and the ECE could also intensify its trade promotion and marketing seminars, and review arbitration procedures in commercial disputes to determine whether they call for improvement. A significant though gradual reduction of

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OVERSEAS NEWS

Strong gains by Left in Beirut seafront fighting

BEIRUT

WING and Moslem forces, Palestinian guerrilla leader in control of the Christian areas of Beirut, after the remaining two large districts of the seafront district, newly-built 17-storey Hotel and the older Hotel next door fell said that the two leaders agreed leaving forces last night.

The Christian Phalangists are driven out. The weight battle moved to the down-town, with the Left-wingers towards the Phalangists' stronghold of Saida. Should also fall, the Left would be able to capture Beirut. International aid is already in the Moslem part of town.

In the mountains fighting raged around Christian areas of the main Beirut highway, where the forces are putting up resistance.

Three of Socialist leader Jumblat were reported to be advancing on the town.

Observers said that Syria is stepping up its initiative after Egyptian President Anwar Sadat had called for sending Arab troops to Lebanon to separate the combatants. Radio Damascus said in a commentary to day that Egypt's purpose is to undermine the Syrian initiative in Lebanon. The radio charged that those standing against Syrian media-

tion serve only the interests of the United States Central Intelligence Agency, and Zionism.

The Syrian regime, now locked in a sharp conflict with Egypt over the latter's Middle East policy, has in the past opposed any Egyptian or other Arab intervention in the Lebanese civil war.

Lebanese officials told Raeder in Cairo, Egypt's National Security Council said on Sunday that the only solution to the Lebanese crisis was "immediate Arab intervention in the Lebanon's civil war."

Informants sources believe that Jumblat and his Left-wing supporters will continue to resist pressure for a truce until they have fulfilled their strategic plan.

The sources said that the plan, Mr. Jumblat wants to gain more territory in Beirut and the mountains in order to retain the initiative in the forthcoming negotiations on a new Head of State.

The sources added that the resignation of President Franjeh is a foregone conclusion.

Mr. Jumblat's objective appears to be to dictate his terms for the application of his programme of secular reform.

The programme calls for ending the 33-year-old Lebanese con-

stitutional system, under which executive and legislative posts are divided along religious lines,

raeli Press condemns est Bank deportations

DANIEL

RAEL Press is unanimous in condemning the decision of the Israel-occupied Bank candidates at the municipal elections, or an hour before their as to be heard before a Court of Justice in Ramat Gan, Dava, the Labour daily, says that even if it is not an actual infringement of the law it was a grave judgement. The independent's comments "the given to the Press by the for the expulsion might convince the Supreme Court that the order was just. That seems all the reason to have stayed out after the Court

also points to the implications of Saturday's ruling, describing the in a given political ex-

ample moderate elec-

tions add the newspaper, that the deportation was out with the approval of minister, do not detract from importance of according to word of Justice Elias investigation he conducted this finding of the due of law, but rather add to the matter in the recent reports of "dif-

ferences of emphasis between the Premier and the Defence Minister."

Registration of candidates for the elections for mayors and town councillors started this morning.

Meanwhile, concentration is focused on a strike of Israeli Arabs which the new "rakach" communist party is trying to organise for to-morrow. The strike is ostensibly to protest against the compulsory purchase by the Israel Lands Authority of some 1,500 acres belonging to Arabs along with 3,000 acres belonging to Jews in various parts of Galilee.

Last week's Security Council session had added fuel to the fire of those trying to make the strike general. The Security Council debate continues to have its echo also in the Occupied Territory where high school pupils in various localities continue to boycott schools and try to block traffic.

Raeter reports that teachers at most East Jerusalem schools to-day sent the children home in protest against the entry of Israeli police yesterday into a girl's high school.

From Tel Aviv, UPI reports that fifty Arab girl students and three teachers were arrested on Sunday during an anti-Israeli demonstration in East Jerusalem.

akistan debt at \$5.3bn.

A total external debts up to 1975 amounted to \$5.3bn., according to Reuter in Tokyo. The current five-year programme is due to end in March next year, but the sources said the Agency was considering putting off the next plan until the fiscal year starting in April, 1978.

Finance Minister said that amount of external debt disbursed during \$91m. but during the external debts amounted \$1.063m. were contracted.

State that \$296m. in exchange and \$24m. in are required for external servicing liabilities \$7.3m. This was because of the scaling of debt service

Agency sources said yesterday, according to Reuter in Tokyo.

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S. Korean bonds

South Korean Finance Minister Kim Yong-Hwan plans to tour West Germany, France and Switzerland late April to negotiate the floating of foreign currency bonds valued at \$200m. sources said yesterday, reports AP-DJ from Seoul. They said that Kim also plans to ask Banque Nationale de France and unnamed West German banks to open branches in Seoul. The bonds include a \$100m. issue planned by the State-run Korea Development Bank and another \$100m. issue by the State-run Korea Exchange Bank.

Hong Kong and Shanghai ahead in 1975

THE Hong Kong and Shanghai Banking Corporation has reported that its group consolidated profits for 1975, after deduction of outside shareholders' interests in subsidiaries, was \$HK333m., compared with \$HK301m. for 1974.

A statement issued by the bank at the end of its annual general meeting said the accounts of the parent company, the Hong Kong and Shanghai Banking Corporation, include dividends from the British bank of the Middle East, Hang Seng Bank Ltd., Mercantile Bank Ltd., Wardley Ltd. and Wayhong Investment Ltd.

AP-DJ

se banks

Industry sources in Tokyo say the Ministry is considering a plan to tighten controls over Japanese banks' joint ventures, to ensure operation on a sound basis.

ventures in which banks hold 50 per cent would be required to regular half-yearly regular their operations and banks would be asked annual reports on ventures they hold less than 50 per cent.

Lloyd's loan for Korea

By A Staff Reporter

U.K. EXPORTERS will have opportunities for £5m. business in capital goods and services with South Korea in the next 12 months, under a £5m. line of credit guaranteed by the Export Credits Guarantee Department.

The £5m. loan by Lloyd's Bank Limited to the Korea Exchange Bank is the third line of credit to be arranged, the first two having been fully used. The previous lines were for £5m. in 1970, and £5m. in 1973.

e costs

Defense Agency is concluding the start of its year armaments, probably one year because of costs and the political stemming from the bribe scandal. Defense

Corruption trial in Abu Dhabi

By Our Own Correspondent

DUBAI, March 29.

THE issue of bribery and corruption has finally surfaced in Abu Dhabi with the coming to trial of 11 defendants who face charges of bribery and corruption which are rarely brought in the United Arab Emirates.

The two principal defendants are Government employees, as yet unidentified, and nine managers and employees of contracting and consulting offices in Abu Dhabi. The two government officials were found to be using their position to put contracts in the way of certain companies.

The first defendant has admitted to accepting nearly £m. (£137,000) in bribes and the other over 20,000 dirhams (£2,700).

A total of 15 people have been arrested. A further 50 are believed to be under surveillance.

It has been reported that the present defendants are Syrian, Egyptian and Pakistani nationals. The whole matter has been handed over to the military police.

The sources added that the resignation of President Franjeh is a foregone conclusion. Mr. Jumblat's objective appears to be to dictate his terms for the application of his programme of secular reform.

The programme calls for ending the 33-year-old Lebanese con-

stitutional system, under which executive and legislative posts are divided along religious lines,

ANTI-TENG CAMPAIGN MAY BE SLOWING INDUSTRIAL OUTPUT

Anxiety in Peking over economic policy

BY COLINA MACDOUGALL

ANXIETY seems to be growing in China as essential, and purchase of a detergent factory. Besides these contracts China bought a chemical plant, six locomotives and a 100,000-ton oil tanker from Japan and an offshore oil rig from a U.S. company.

The purchases were made in spite of a shortage of foreign exchange and major payments deficit in 1974 caused by socialist investment purchases on an inflationary scale.

People's Daily editorial was critical of the campaign, and suggested that a powerful group of party leaders are determined to make it politically difficult for them to make controversial economic decisions.

An editorial in the People's Daily at the weekend on defeating the attempt to "reverse a correct verdict," that is to say to undo the reforms made since the Cultural Revolution, and promoting industrial production points

to the direction. Although the editorial denies that the campaign against the "capitalist roader," Vice-Premier Teng, has received little attention recently in the media, and suggests that a powerful group of party leaders are determined to make it politically difficult for them to make controversial economic decisions.

The open admission that there has been worry about possible disruption suggests that the issue has been the subject of considerable argument. Radicals also claim that they want economic development but quarrel with Mr. Teng's means to achieve it. In particular, the editorial attacked his "one-sided" stress on "things big and foreign," and on central direction.

This brings the whole of recent development planning into question, though a liberal interpretation of the word "one-sided" may enable the pragmatists among the leadership to continue the same policies.

Bribery and "baksheesh" are not new to the Arab world, but this is one of the very few cases ever to come openly to court. Sheikh Zayed, the President of the UAE, has pledged to wage a war against such corruption. This case is reported to be the first of a series, and the ripples from the hearing could go embarrassingly wide.

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to be sown off and not to be used once the propeller was put in place. They asked the shipyard's leader, a man obviously familiar with intricacies of shipbuilding and as knowledgeable as his Western counterparts what they were doing. The "responsible person" said what they were doing was quite useless, but the workers had decided to do it. He was clearly powerless to stop them and any effort to do so may have laid him open to the charge of being "white and expert" and a Right deviationist, opposed to the dictatorship of the proletariat.

Class struggle

With or without foreign technology the present political campaign could have an adverse impact on China's plans to double production by 1980. The key in the major leap forward contained in the speech by the late Chou En Lai last year's national People's Congress was to be stability and unity. Now that this seems to be little more than a slogan, there are some doubts about the economic outcome of the present political fight.

Oddy there seems to be little dispute between the opposing party factions on what the economic targets are to be, though a recent European visitor to China contended that the new Five Year Plan was in the process of being re-drafted because "capitalist roaders" had laid too much stress on material incentives and foreign imports to reach the goals.

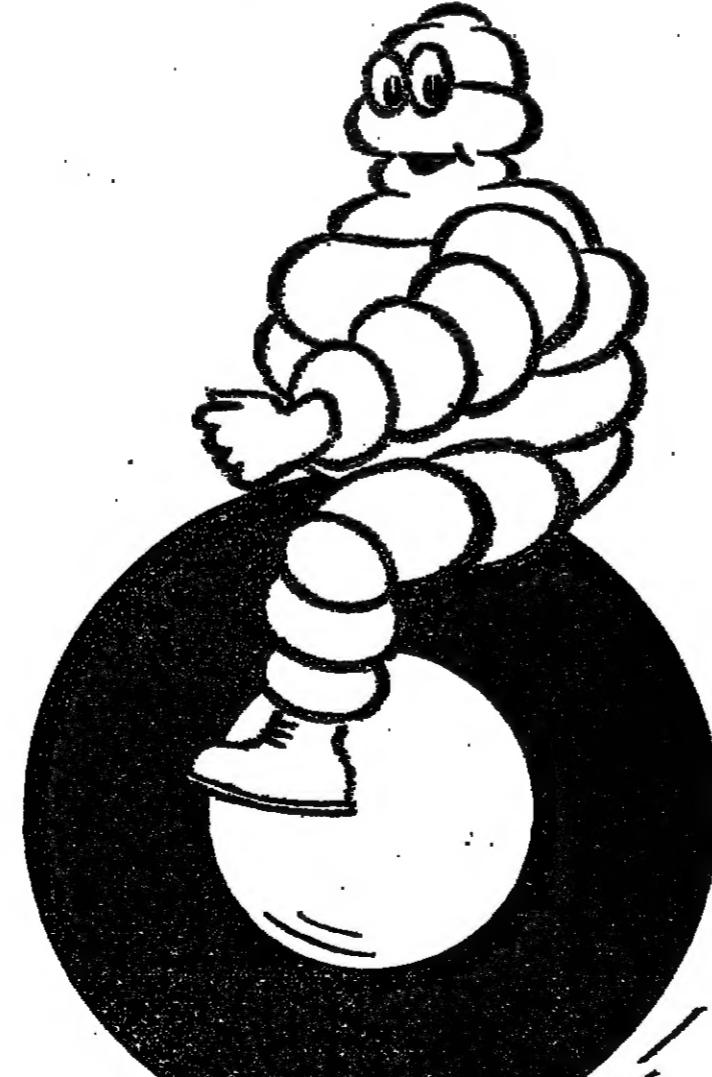
Doctrine

Adherence to the pure doctrine of "the dictatorship of the proletariat" lends itself to some peculiarly Chinese inefficiencies.

A party of European business men on a recent tour of a major shipyard saw groups of 70 workers grinding the metal

about the propeller, due

Would your company's tyres pass the Michelin tyre test?



Whether your company operates cars, light trucks or even 32 tonnes, just see how many of the following questions you can honestly say yes to.

Do the tyres on your present vehicles offer you the greatest reliability at the lowest cost per tyre mile?

Yes No

Does your tyre company manufacture only steel-belted radial tyres and have more experience in making them than any other tyre company?

Yes No

Does your tyre company continually test and evaluate the performance of its tyres using thousands of vehicles all over the world?

Yes No

Does your tyre company have an enviable reputation for the consistently high mileage achieved on its tyres?

Yes No

Is the company which manufactures your tyres so zealous of its reputation for quality that more than 10% of its production staff are employed in quality control?

Yes No

Does your tyre company employ the most thoroughly technically trained sales force in the country so that you can get the most helpful service?

Yes No

Do the tyres you have on your cars (or light vans) save you as much as 8p in the £1 on your petrol bills?

Yes No

If you remould your truck tyres is the casing acceptance rate as high as 80% and are your worn casings the most sought after in the remould business?

Yes No

Do your truck tyres save you as much as 10% on fuel consumption compared to crossply tyres?

Yes No

Can you safely re-cut your remoulded truck tyres?

Yes No

If you can answer yes to all of these questions the chances are that your fleet is already on Michelin. If not we'll be only too pleased to tell you about the economic benefits of specifying Michelin tyres for all your vehicles.

Michelin Tyre Co. Ltd., Technical Dept.
81 Fulham Road, London SW3 6RD. Tel: 01-589 1460.

Drive a Michelin
It makes a good fleet miles better all round

Job in site

Quiet family man into red hot agitator.

In factories all over Britain this summer men on shop floors will become agitated and bloody minded.

Productivity will melt, industrial relations will slip in sweaty atmospheres of stifling heat, fumes and the stench and racket of machinery.

Bad working conditions can frustrate even mild men into trouble-makers.

There is a simple decision management can take to avoid this situation. Improve working conditions with good ventilation.

A Colt ventilation system will keep your

factory at its most productive, give your workers back their self respect, and protect their health.

Every summer we handle hundreds of emergencies like this where workers have forced management to act.

It would be so much better if management acted first.

Write or telephone Colt now.

Colt International Ltd. (Heating, Ventilation and Industrial Access), Havant, Hants. Havant 6411. Telex: 86219.

People work better in Colt conditions.



CONTRACTS AND TENDERS

UNITED ARAB EMIRATES Ministry of Electricity and Water P.O. BOX 1672, DUBAI

The Ministry of Electricity and Water for the United Arab Emirates invites tenders for the following works:

Tender No. N4248

Specification No. N35.1/1976

Comprehensive mechanical and electrical works (excluding Desalination Plant) for the new power station to be constructed near Umm Al Quwain and having capacity of about 90MW.

Applications for tender documents should be made during normal office hours at the Ministry's offices in Abu Dhabi or Dubai in the UAE or at the UAE Embassy in London. Only firms who have had experience in engineering similar projects should apply.

Each tender fee is Dirhams 2,500 if collected in the UAE of £300 sterling if collected in London and is not refundable. Volume 1 (Instructions to Tenderers, Forms and Conditions of Contract) of the tender documents and an abbreviated specification are already available and the remaining volumes 2, 3 and 4 (Specification, Schedules and Drawings) will be available from 10 April 1976.

Tenders must be valid for 100 days. Tenders must be accompanied by a bid bond in the form of unconditional bank guarantee of Dh12,000,000 (£12 million) valid for 130 days. The successful tenderer will be required to replace this with a performance bond equal to 10 per cent of the total contract sum for the period of the contract. The tender documents must be completed and submitted in quadruplicate. Each copy shall be enclosed in a plain envelope not bearing any identification of the tenderer and marked only on the outside with the tender number.

Four copies shall be addressed to—His Excellency the Chairman, The Permanent Committee for Projects, Ministry of Planning, P.O. Box 2437, Abu Dhabi, UAE.

Tenders must be received not later than 17.00 hours on 27 June 1976. This advertisement is a complementary part of this tender document. It is important that the plant is in commercial service as early as possible in 1979.

Abdulla Bin Hisham Al Qassimi
Minister.

ELETROBRÁS COELBA CELPE COELCE CIA. AUXILIAR DE EMPRESAS ELÉTRICAS BRASILEIRAS CAEELB

INVITATION TO PROSPECTIVE SUPPLIERS

The Companhia de Eletricidade do Estado da Bahia, The Companhia de Eletricidade de Pernambuco and The Companhia de Eletricidade do Ceará have applied for a Loan from I.B.R.D. (World Bank) to cover part of their respective electrical expansion programs—planned for the years 1976, 1977, 1978 and 1979.

These several companies have contracted Companhia Auxiliar de Empresas Elétricas Brasileiras (CAEELB) to co-ordinate the application of the Loan funds.

The programs will cover the expansion of the sub-transmission, and distribution systems of the aforementioned companies which will include, but is not limited to, the application of the undermentioned types of equipment and materials:

- 1—Aluminum conductors
- 2—Copper conductors
- 3—Line hardware, crossarms and accessories
- 4—Insulators
- 5—Disconnect and power fuse switches
- 6—Loadbreak switches
- 7—Capacitors
- 8—Capacitor switches
- 9—Capacitor type voltage regulators
- 10—Distribution type voltage regulators
- 11—Automatic sectionalizers
- 12—Reclosers
- 13—Luminaires and accessories
- 14—Distribution transformers and power transformers
- 15—Circuit Breakers
- 16—Metal-clad switchgear
- 17—Control and protection switchboards
- 18—Relays
- 19—Lightning arresters
- 20—Test board
- 21—Watt-hour meters
- 22—Battery/battery charger set
- 23—Grounding systems
- 24—59kV insulated conductor
- 25—Metal-clad SF6 switchgear
- 26—Duplex switchboard for SF6 switchgear
- 27—Laboratory equipment
- 28—Hot line maintenance equipment
- 29—Radio communication equipment
- 30—Trailer and equipment for mobile substations
- 31—Capacitive potential transformer
- 32—Air conditioning system
- 33—Fire protection system
- 34—Steel structures
- 35—600V insulated conductors
- 36—Test and laboratory equipment generally utilized on electric distribution system

Invitations to bid will be issued by CAEELB and are open to any manufacturer or supplier located in any member country of the International Bank for Reconstruction and Development (the World Bank) or Switzerland. The use of raw, semi-manufactured or manufactured material from a non-member country other than Switzerland will not be permitted.

Suppliers and manufacturers located in any member country of the International Bank for Reconstruction and Development (the World Bank) and Switzerland, who wish to be included in a mailing list, and to receive the aforementioned invitation to bid are requested to express their interest in a letter to Companhia Auxiliar de Empresas Elétricas Brasileiras (CAEELB), at the office of the Coordenador de Compras in the Avenida Rio Branco, 135-138 Andar Rio de Janeiro—ZC-00, Rio de Janeiro 20,000, Brasil—Post Office Box No. 583.

The letters from prospective suppliers and manufacturers should include the undermentioned information:

- (i) A record of experience and past performance in the manufacture of the equipment and material they propose to bid.
- (ii) A resume of the manufacturer's capabilities with respect to personnel, equipment and plant.
- (iii) The manufacturer's financial position.
- (iv) Catalogues and descriptive literature of the type of material and equipment which the manufacturer proposes to bid.

These letters will be received up to and including May 31st, 1976, and after analysis each approved manufacturer will be included in the mailing list of the bids for those equipments and materials which he has a proven capacity to supply.

Letters and enquiries received after May 31st, 1976, will not be considered, and manufacturers or suppliers not duly registered by CAEELB by this date will not be permitted to participate in the bidding.

COMPANY NOTICES

UNION CORPORATION LIMITED

(Incorporated in the Republic of South Africa)

NOTICE OF ANNUAL GENERAL MEETING

NOTICE IS HEREBY GIVEN that the annual general meeting of members of Union Corporation Limited will be held on the 4th floor, Union Corporation Building, 100 Grosvenor Gardens, London SW1, at 11.00 a.m. for the following business:

(i) To adopt the annual financial statements in respect of the year ended 31st December 1975.

(ii) To elect directors in accordance with the Corporation's articles of association.

BY ORDER OF THE BOARD.

L. R. STRIDE
Secretary.

Union Corporation Building,
100 Grosvenor Street,
London SW1, England.
23rd March, 1976.

NOTE: A member entitled to attend and vote at the meeting may appoint one or more other persons to act as his proxy, provided that the proxy need not be a member of the Corporation. Forms of proxy must be returned to the shareholders office before the close of business on Friday, 25th March, 1976, at 11.00 a.m. for the following business:

(i) To adopt the annual financial statements in respect of the year ended 31st December 1975.

(ii) To elect directors in accordance with the Corporation's articles of association.

By Order of the Board.

L. R. STRIDE
Secretary.

The Board Secretary,
Union Corporation Building,
100 Grosvenor Street,
London SW1, England.

NOTE: All service contracts, intercompany directors of the Corporation are entitled to attend and vote at any of its subsidiaries, other than contracts existing or determinable by the Corporation within six months without prior notice to the Board. Intercompany contracts made at the time of incorporation, or entered into since during normal business hours on a written or telex basis, or otherwise, are not subject to the above rule.

Copies of the full report and account together with the Chairman's statement can be obtained from:

The London Secretaries,
Union Corporation Building,
100 Grosvenor Street,
London SW1, England.

NOTE: All service contracts, intercompany directors of the Corporation are entitled to attend and vote at any of its subsidiaries, other than contracts existing or determinable by the Corporation within six months without prior notice to the Board. Intercompany contracts made at the time of incorporation, or entered into since during normal business hours on a written or telex basis, or otherwise, are not subject to the above rule.

Copies of the full report and account together with the Chairman's state-

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The London Secretaries,
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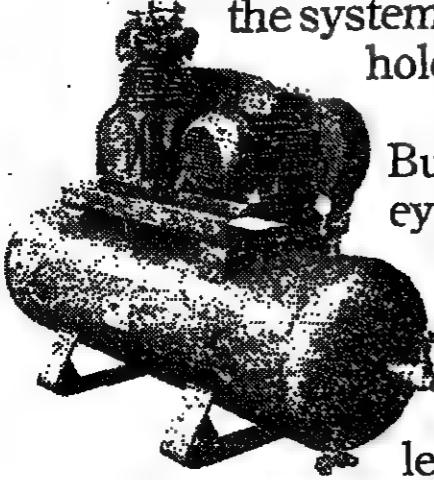
NOTE: All service contracts, intercompany directors of the Corporation are entitled to attend and vote at any of its subsidiaries, other than contracts existing or determinable by the Corporation within six months without prior notice to the Board. Intercompany contracts made



Don't let £500 vanish into thin air.

Air starts off free – but compressing it costs money. Even running something as small as one 100 cfm compressor can cost you £2,700 a year.

And you can add a bit more if it's leaking out anywhere along the system. A constant leak at 100 psi through just one $\frac{1}{8}$ " hole adds another £500 a year.



Well at prices like that it doesn't do to waste it. But it's probably being wasted before your very eyes because of ingrained habits, which, because familiar, escape notice. Habits like cleaning down benches, floors, clothes, lockers. Compressed air is an expensive substitute for a brush. And it might be wasting itself through leaking pipes and joints, faulty controls and tool connections. Furthermore you could be using a lot of power compressing air to high pressure when low pressure would do just as well. Or maybe your compressors are running through long hours when nobody's using compressed air.

It needs a bit of thinking about, but we can help. Start off by giving this check list to whoever's responsible for energy in your company, best of all your Energy Manager. And start reducing the cost of your factory services right away.

Department of Energy.

COMPRESSED AIR CHECK LIST

Involve your workforce by getting them to report any leaks or faults in the system. How often does your maintenance department test for leaks?

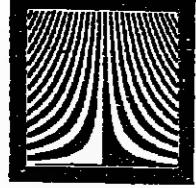
Discourage the use of compressed air for any purpose other than its proper function.

Can you reduce the burden on the central system by installing a small localised compressor for a particular process which must use high pressure?

Ensure that compressors aren't left running when not required. A single 1,000 cfm compressor left running but not generating compressed air costs nearly £10 a day.

Check the location of the air inlet and make sure you use clean, cold air.





The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

• AUTOMATION

Steel rolled more accurately

SPECIAL STEELS divisional sign of misalignment is the read-out to 0.01 mm. With such engineering services department appearance of out-of-tolerance precise dynamic measurement material.

Axial movement of the roll two rolls, setting is faster and of the relative position of the material.

May be caused by end thrust more accurate, and an early warning of bearing failure is given.

It is the start of a sequence that often leads to monitors and achieved substantial savings last year. The mill, increasing maintenance Corporation is now interested in appointing licensees to manufacture and market the patented monitor—so far it has concluded

these costs. Savings of between £10,000 and £50,000 a year can be achieved depending on the type and size of the mill.

The monitor uses a non-contacting sensor to measure axial roll movement during rolling—any variation from the original

BSG says the monitor cuts these costs. Savings of between £10,000 and £50,000 a year can be achieved depending on the type and size of the mill.

Considerable material and man hours are expended in ensuring that the axial alignment of the rolls in a bar, rod or section mill is correct. Once rolling begins there is no sure way of

Steelwork design systems

GREAT West Steel Industries of Canada, steel fabricator and large scale process plant supplier and joint owner with Shell International of Birtley Engineering, has opened a Manchester office for the "Taskmaster" computing systems division.

This method of design is aimed primarily at the steel fabricator and is intended to provide an integrated computer-

• MATERIALS

Industrial laminates recognised

FORMICA has announced that it has been fully approved as a supplier of industrial laminates for use in Ministry of Defence applications.

This approval covers the full range of the company's unclad and metal clad industrial laminates manufactured at its factory in the North of England.

Formica says its glass epoxy copper clad grade CFG 98 now has type approval by the Ministry of Defence against DEF STAN 59-50, and adds that its

• ELECTRONICS

Positions recording heads

ENGINEERS working on cartridge disc drive development at Data Recording Instrument Company at Staines, Middlesex, have devised and patented a method of accurately positioning the recording head without the need for pre-recorded media.

It has been introduced in the

new glass epoxy copper-clad grade CFG 98 has met the requirements of the Post Office specification 3487B and been added to the published list of approved materials.

First details of this head positioning technique, which keeps down manufacturing costs and reduces the media bill for the user, have just been launched.

One model, the 12 Megabyte Model 3212, provides four times the storage capability, with twice the transfer rate, of the most powerful Series 30. Data is recorded at 4,400 bits per inch on tracks with a density of 200 tpi. However, instead of requiring the use of initialised cartridges where prewritten servo-information "homes" the recording head to the required data track, Series 3200 drives achieve the necessary precision positioning by means of a technique known as fingerprinting. This is a method of programmed error correction to overcome performance differences caused by component tolerances.

During drive manufacture, the positioning deviations of the actuator are identified by special measurement techniques and confirmed by laser.

DRI, Hawkhurst Road, Staines, Middlesex, Staines 51388.

SHORT OF WAREHOUSE SPACE?

A Barracuda Airdome gives Storage Space where you want it anywhere in the world in next to no time. Write or ring for a brochure:- Cherwell Valley Silos Limited, Barracuda Division, Twyford, Banbury, Oxfordshire, OX17 3AA Telephone: Kings Sutton (029 574) 441

Your waste
is my
raw material

We can't go
on NOT meeting
like this!

Waste disposal can be a way of saving money if you take advantage of the unique service offered by the UK Waste Materials Exchange.

It is bad economics to pay for your waste to be dumped when someone else may be able to use it. Equally, it is bad economics to buy expensive raw materials when another firm's waste could provide a cheap alternative. The Waste Materials Exchange's quarterly bulletin lists materials available and wanted. Participants are put in touch with one another by the Exchange, whenever an entry stimulates a response. Participation in the Exchange is entirely free and the service is fully confidential.

The Exchange Bulletin has grown more than six-fold since its first issue a year ago. More and more firms realise that the Exchange provides a solution to the economic and environmental problems created by waste disposal. See how it can help you by telephoning Alan Poll at Stevenage (0438) 3388 or sending the coupon.

UK Waste
Materials
Exchange

Name
Official Position
Company
Address

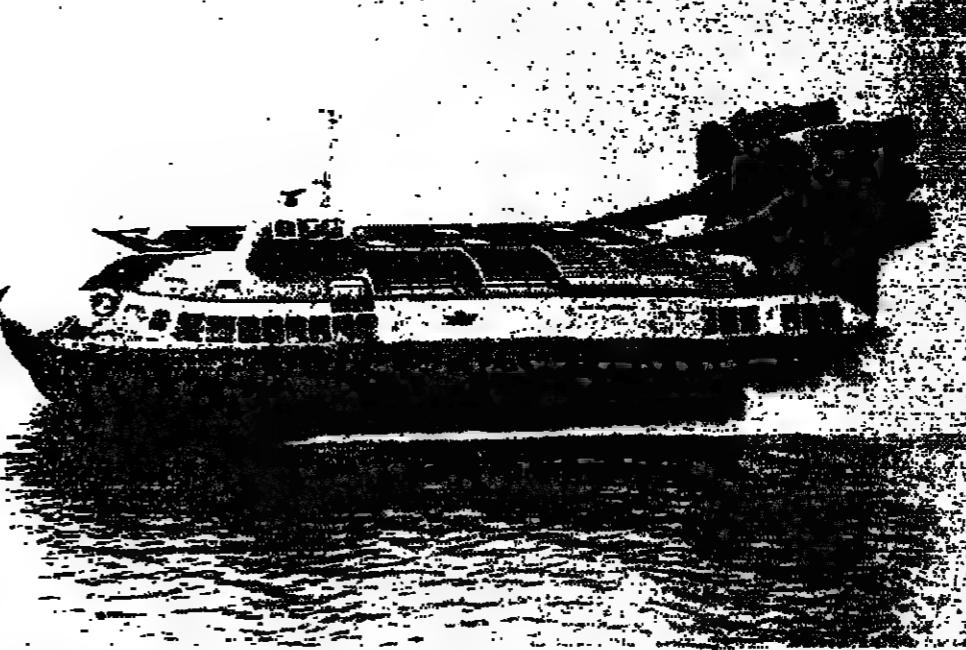
Get in touch

FT6

1971 1972 1973 1974 1975

	£60m	£63m	£82m	£111m	£159m
Net sales	£3.6m	£4.7m	£7.0m	£8.0m	£11.1m
Profit before taxation	10.6p	13.7p	20.4p	24.1p	31.7p
Pre-tax earnings per share	6.2p	8.9p	11.7p	16.1p	17.8p
After-tax earnings per share	3.25p	3.40p	3.66p	4.11p	4.52p
Dividend per share (gross)	12.5%	15.8%	19.1%	20.7%	25.5%
Return on capital employed					

For 1975 accounts and illustrated brochure apply to: The Secretary, Stone-Platt Industries Ltd, 25 St James's Street, London SW1A 1HH.



Vosper Thornycroft's military prototype VT2, one of the largest hovercraft yet built, takes to the sea during recent trials. The entire skirt system for the craft has been manufactured by Avon Industrial Polymers. The VT2 weighs nearly 100 tons fully laden and has a speed of over 60 knots.

• HANDLING

Collapsible pallet box

CASENPAL is a two-piece palletised container developed by Jewson Cases and Pallets in collaboration with Abbotts Packaging. The base is a 4-way entry timber pallet with a heavy duty corrugated board deck, inset from the pallet edge. The case, also of heavy duty corrugated board, is open ended with flaps at the top only. The open ends fit on to the raised and nested pallet deck.

Capable of carrying a ton, the containers are delivered collapsed, with the pallet bases nested in pairs. Assembly is stated to take only seconds. Usually, the load is built up on the pallet base, the container is slid over the load, then strapped in place.

There are six standard sizes but the versatility of the design allows customers' requirements to be met. The pallet can be adapted for slinging and the case can be supplied with a van closure.

Details from Jewson Cases and Pallets, Southdown Road, Elstree, Herts, WD5 6HZ (0493 55661).

Industrial folding silos

MADE FROM galvanised steel and Trevira's high tenacity polyester fabric, a range of industrial folding silos has been developed in Germany.

Called Totzke, the range can be erected by a small crew with 18 hours without the use of special lifting equipment. When dismantled, the silos can be transported on standard flatbed lorries.

The polyester fabric body is pvc coated and spirally welded to produce almost horizontal seams for maximum strength.

The silo bag is supported within a collapsible tubular steel framework. A mild steel cone outlet at the base is polyester lined.

It is claimed that discharge of materials with poor flow characteristics presents no problem, as the flexing of the side walls prevent sticking. There is no internal condensation which would affect powders such as cement. The fabric is weather, chemical and corrosion resistant, and ultra-violet stabilised. A working life of at least 20 years is expected.

Capacities range from 30 to 125 cu. metres, and the silos are marketed in the U.K. by IBC Containers, Marshall House, St. Mary's Road, Long Ditton, Surbiton, Surrey (01-388 8678).

• INSTRUMENTS

Big push by Kent

TIMED to appear on the market at the same time as the first Instruments, Electronics and Automation Exhibition to be held at the National Exhibition Centre in Birmingham are well over a dozen new products from the George Kent Group.

The Group's instrument company at Luton is featuring the Group's pneumatic pressure controller employing a straight up and down pointer movement. Switching sequences and alarms are performed by pneumatic logic units which are claimed to be completely reliable, and provide auto-manual switching without "bumps". Direct digital and computer set point control is used.

Kent Instruments has also introduced a probe system which will measure the net oxygen concentration in the flue gases from combustion processes. No sampling is involved, and the measurement is accurate to about five per cent. A solid electrolyte electrochemical cell is used.

Apart from announcing three new meters in its Motron range of oil meters, able to measure flow rates in larger mains, Kent Meters also of Luton has developed a remote read-out unit for its water meters. This generates its own pulses which can be fed over 100 metres of pair cable to a point convenient for reading, for example, outside locked premises.

Another company in the group, Electronic Instruments of Chertsey, Surrey, will be appealing to plant engineers with the record provided by the probe system. The probe system eliminates the guesswork associated with the probe, and a level change. This is useful in applications such as the handling of grain, chemical powders or granules. In these instances it is often necessary to determine lack of flow, or to be able to establish level, without activation of the probe. Details from EBAV (U.K.) New Bond Street, London, W1E 8BE (01-522 8831-2).

THE RECORD provided by the 3010 watchman's clock from Simplex Time Recorder eliminates the guesswork associated with the probe, and a level change. This is useful in applications such as the handling of grain, chemical powders or granules. In these instances it is often necessary to determine lack of flow, or to be able to establish level, without activation of the probe. Details from EBAV (U.K.) New Bond Street, London, W1E 8BE (01-522 8831-2).

Enough tape is carried to ensure that long week-end patrolling can be carried out without opening the clock; up to 1,800 registrations can be made.

The eight-day, 18-jewel movement can start rough treatment and the system includes a tamper-proof feature. If the clock back is opened and closed the time is printed on the tape, plus station number. More from 62, Wilbury Way, Hitchin, Herts (0462 52081).

Versatile level indicator

SUBSTANCES ranging from wood chippings to sulphuric acid can be assessed for level using the Ramatrol system introduced by Adwel Industries, Power Road, London, W4 8PZ (01-994 1764).

The sensor uses a form of radio frequency technique rather than conductance or capacitance. Fluctuations in the medium level alter the dielectric constant which alters the frequency of a tuned circuit. This in turn actuates a relay to provide any required secondary signals.

The stability and sensitivity of the device enables it to tell the difference between a flow over the probe, and a level change. This is useful in applications such as the handling of grain, and the cinema, and application of the video-disc in education.

In these instances it is often necessary to determine lack of flow, or to be able to establish level, without activation of the probe. Details from EBAV (U.K.) New Bond Street, London, W1E 8BE (01-522 8831-2).

LOVE
Bill

for
construction
01-995 1313

• POWER
High power
at high
voltage

DESIGNED in conjunction with AEA at Harwell is a 500 kV, 2.8 kW at voltage level, 200 kV at current level, 11.5 mA at 14 kA. The units use Cockcroft-Walton 3.33 kV disc modules in a variety of stacking combinations to yield the required output. The high voltage stack former and converter units may be supplied in single six feet high cabinet installed separately in each rack units.

The use of semiconductors and RF oscillator provide the major advantages of conventional mains system stability in ripple and voltage. There is also less wasted energy.

Applications of the series will be in electron beam, x-ray equipment, plantation and similar.

More from Old Sheaf Road, Shoreham-by-Sea, S. (0797 4511).

• CONFERENCES
Delegates put in the picture

Stone-Platt Industries

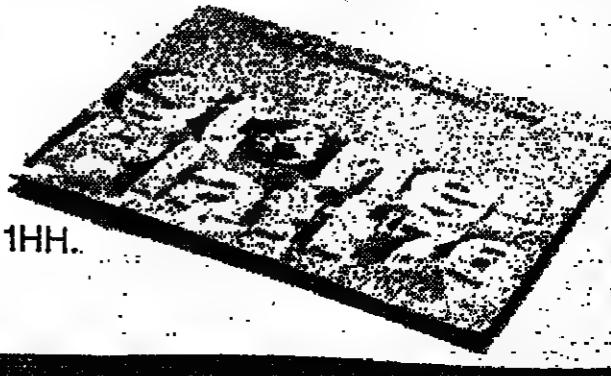
Leading manufacturers of textile machinery, pumps and valves for the power, oil and water industries, marine engineering and electrical products.

Further significant increase in sales and profits.

From the 1975 Report

**Sales of £159m were 42% higher than in 1974.
Profit before taxation up by 39%.
Return on capital employed of over 25%.
Exports from the UK at £66.6m represented 66% of UK output. Total sales overseas £125m.**

	1971	1972	1973	1974	1975
Net sales	£60m	£63m	£82m	£111m	£159m
Profit before taxation	£3.6m	£4.7m	£7.0m	£8.0m	£11.1m
Pre-tax earnings per share	10.6p	13.7p	20.4p	24.1p	31.7p
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Return on capital employed	12.5%	15.8%	19.1%	20.7%	25.5%



LABOUR NEWS

Dock Bill Skilled men warn Ford of strike in 3 weeks

BY CHRISTIAN TYLER, LABOUR STAFF

FORD MOTOR'S new model programme is again threatened after the decision by unofficial leaders of skilled car-workers yesterday to recommend all-out strike action in three weeks unless their demands for more influence on wage bargaining were met.

The skilled men's grievances about erosion of pay differentials with production workers have already led to one bout of industrial action. Yesterday, delegates from 18 of Ford's 22 British plants decided to step up sanctions if necessary.

Apart from delaying the launch of Ford's new cars, such action could lead eventually to thousands of workers being laid off.

The decision came from delegates of the Ford national

skilled committee, which claims to represent about half of the company's 9,000 skilled men.

Last week members of the trade-union side of Ford's national pay bargaining body met in London to draw up proposals aimed at placating the skilled men. The men complain that wage policy is dominated by unskilled men and has led to narrowing of their differentials.

This is similar to the situation in British Leyland where toolmakers are fighting for pay rises to maintain traditional differentials.

Ford has a central bargaining unit of the kind British Leyland would like to see, but the skilled men's complaints were threatening to split the

national negotiating committee.

Union officials and the company are proposing to expand the national committee to give more places to lay members and make room for skilled men's representatives.

The company told the skilled men yesterday that if the unions did not find a solution by September, they would draw one up themselves.

Mr. Paul Capps, a leader of the unofficial skilled committee, said that the structure of the national committee was not in dispute. His members wanted skilled men's conveners at each plant alongside the plant conveners to counterbalance the unskilled men's when the national committee was deciding on wage claims.

The decision came from delegates of the Ford national

endment.

As a result, Conservatives have

a resolution requesting government to remove specific grants that gives special

to dockers and "to retain existing further legislation

causes London ratepayers

to be spent in this totally

destructive manner."

This resolution is, however,

led to fail in a Labour

Government which asked for

stabilised support" in an

attack on the London Dock

Board (which decides

work should be done by

it) and calls on the Gov-

ernment to "refrain from

any legislation that re-

stricts the Council's ability

to use its statutory and other

authorities in the best in-

terest of the people of Lon-

don.

Companies

involved

in a role

Unions

John Elliott, Management.

GOVERNMENT is making

reform of about 800 companies

sever their practices and

corporate decision

making and employee participation

companies are being asked

as of questions to establish

views on how workers and

can be involved in decisions.

The questions are used

in discovering what

level companies' key

decisions are taken.

A survey, commissioned by

Department of Employment,

is carried out by the Gov-

ernor's Office of Population

and Surveys.

Plat-

ries

increas-

profits.

39

of over 25

em repres-

s overseas

Non-co-operation threat to ICI after recognition of union

BY DAVID CHURCHILL, LABOUR STAFF

INDUSTRIAL relations at ICI

workers in jeopardy after the company's decision yesterday to grant sole bargaining rights for

about 9,000 senior managerial and professional staff to the APSTC also claimed representation.

APSTC's recognition by ICI,

which came after a ballot of staff involved, who voted four to one in favour of representation by APSTC.

The manual unions would not sit on any committees to which they would not co-operate.

by the Association of Scientific,

Technical and Managerial Staff.

ASTMS claims to represent some 2,000 of the senior staff but was not allowed to hold a recognition ballot because it did not produce audited figures of membership in time.

ASTMS, which recently received its certificate of independence from the Certification officer, has lodged a claim for recognition under section 11 of the new Employment Protection Act.

In this fight, which may well

be his last real opportunity of retaining a national AUEW position, he has been challenged by moderate Mr. John Weakley,

who successfully took the union to the High Court last year when Left-wingers sought to abandon postal balloting.

Moderates have already won a majority on the seven-man executive of the AUEW negotiating section and the pending results will merely confirm which of two moderates—Mr. Harry Banks or Mr. Gerry Russell—succeeds Right-winger Mr. Arthur Hearsey as executive secretary for the North West.

Postal voting ended yesterday for about 34 AUEW posts ranging from executive member for North-West to district secretaries for areas as widespread as Chelmsford-Southend and Fifeshire.

When the results are announced, the main interest will be in the future of Mr. Wright who, with almost 30 years experience as a AUEW official, is one of the respected negotiators.

Right-winger Mr. Jim Bradley and Left-winger Mr. Phil Higgs are contesting the post of national organiser while former Communist Mr. Jimmy Reid is among those standing for the position of Scottish regional officer vacated by Mr. Gavin Laird.

After being defeated last year

This allows the Advisory Committee and Arbitration Service to investigate the situation and to make a recommendation as to which union should be given recognition, with the proviso that it should be a certified in dependent union. APSTC's application for a certificate is still being considered by the certification officer.

The agreement signed yesterday between ICI and APSTC covers salary negotiations for the senior staff and also establishes an extensive procedure for avoiding industrial action.

APSTC said yesterday that it would go ahead with plans to discuss working conditions with the company despite the opposition from the manual unions.

Among the first questions it would discuss would be the question of "salary restraint" in view of the Government's income policy.

Shop stewards from the technical and supervisory section (TASS) of the Amalgamated Union of Engineering Workers and eight other unions involved in industrial-fair manufacturers Keith Blackman are meeting this morning to discuss the return to work, agreed at a mass meeting last Friday.

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The breakthrough in the dispute, which began in early January, came after talks last week between both sides under the auspices of the Advisory, Conciliation and Arbitration Service.

The strikers are believed to have agreed to return to work after a conciliation solution worked out at last week's talks, which secures the position of the dismissed shop steward in the immediate future.

His dismissal was seen by the TASS officials as getting a precedent, especially as the new Employment Protection Act does not clarify the position of union officials carrying out official business at different companies.

Under the Act, members of independent unions are allowed "reasonable" time off to attend to union business, but it does not specify whether this covers branch union meetings or other activities.

Consequently, ACAS is expected to issue a Code of Practice on the issue soon.

Hull campaign for aviation headquarters

Financial Times Reporter

UNION LEADERS of the 5,000 workers at the Hawker Siddeley aircraft plant at Brough on the Humberdale said yesterday that they were to campaign for the headquarters of the new nationalised aviation industry to be established at Hull.

Mr. Bill Ashton, the factory works convenor, said Hull already had the office space required and the work force

They were also planning a lobby campaign for reconsideration of the HS146, the only civil aviation project under development in Britain, and for another order for Buccaneers, which are built entirely at the Brough plant.

Civil Servants accept £6

THE LARGEST Civil Service union, the Civil and Public Services Association, has voted overwhelming to accept the Government's £5 a week pay offer, which will take effect for all 500,000 civil servants from Thursday.

Anglo American Gold Investment Company Limited
(incorporated in the Republic of South Africa)

Extracts from the review by the Chairman Mr. J. Ogilvie Thompson

'Amgold's wide spread of interests gives both stability and the prospect of growth'

Earnings of the group which had risen by 81 per cent in 1973 and 75 per cent in 1974 grew by a further 12.6 per cent in the first half of 1975. However, because mining output in most of the gold-mining industry and the lower gold prices, dividends received in the second half of the year were lower so that our consolidated earnings of R74 880 000 were R615 000 less than the earnings of R75 295 000 in 1974.

The average gold price in 1975 was R3 465 a kilogram compared with R3 405 in 1974. This increase was more than offset by higher costs per ton milled, a slightly reduced tonnage and the lower grade of ore mined, so that total dividends declared by the South African gold mining industry in 1975 were slightly below those of 1974.

Against this trend the investment income of Amgold increased by almost R2 million to a record R74 284 000. Interest earned was R636 000 higher at R2 679 000 and commission of R69 000 was earned but expenses, including interest paid and a much higher prospecting charge, rose by R1 357 000 to R2 536 000.

Dividends declared increased by 10 cents to 260 cents a share and absorbed R57 025 000 compared with R54 880 000 in 1974.

The net asset value of each Amgold share at 31st December 1975 was R3 629 cents a share compared with 5 833 cents at the end of 1974. By 12th March 1976 when the market value of listed investments had increased to R814.2 million, the net asset value per share was 3 810 cents.

We were glad to be able to take advantage of several major opportunities for attractive investment totalling R1 430 000 during the year. By way of issues, underwriting, commitments and on occasion purchases in the market, we acquired interests of 18.2 per cent in Finsbury State Mines, Jamaica Gold Mining Company Ltd., 8.6 per cent in Deelkrus and 20.5 per cent in Elandstrand Gold Mining Company Ltd. We increased our interest in The Afrikaner Lease Limited to 15.1 per cent and contributed further sums in respect of our 20 per cent interest in Riolen Investments Limited, which is to be renamed East Rand Gold & Uranium Company Limited (ERGO). The Group should have further attractive investment opportunities in due course both in these companies and, it is hoped, in other ventures as a result of our prospecting participations.

In addition, Amgold has made its first two investments in gold mining outside South Africa. Through Anglo American Corporation do Brasil Limitada (Ambras), in whose gold activities we hold a 20 per cent participation, a 9.8 per cent indirect interest has been acquired in Mineraçao Morro Velho S.A., an old-established mining company.

We have contributed our share of development expenditure at the Blue Sago gold mine in Western Australia in which Amgold at present has an indirect interest of approximately 14 per cent through its 20 per cent holding in Muiga Mines Proprietary Limited.

Gold

After four years of accelerating, if at times volatile, gains to new heights, the price of gold slipped with growing rapidity to lower levels during 1975 and, at approximately \$140 per ounce on 31st December, was 25 per cent below the 1974 ruling at the end of 1974.

Towards the end of January 1976 the price fell below \$130, although it soon recovered to just above \$130, at which price it has been steady for the past month. The present bout of uncertainty has persisted despite the view held by close observers of the international monetary scene, not only in South Africa but even more so abroad, that the undersizing on the sale of gold finally reached in Kingston, Jamaica, in early January of this year had more positive than negative implications for the metal's future.

It can be argued that these decisions in Jamaica not only entrench the present inconvertible dollar standard and the lack of a balance of payments adjustment process, but weaken whatever resolve to discipline might have remained by expanding credit facilities in a world already awash with dollars, and with the instability threatening from future U.S. payment deficits and the potential credit multiplier of the euro-currency markets. Focusing more specifically on gold, it is obviously not in the interest of the Fund, central banks in general and the third world in particular to depress the price of gold.

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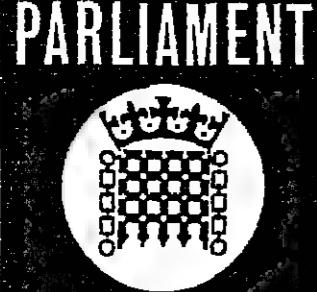
Financial Times Reporter

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They were also planning a lobby campaign for reconsideration of the HS146, the only civil aviation project under development in Britain, and for another order for Buccaneers, which are built entirely at the Brough plant.

There can be no doubt that it was the relative strength of the various influences on the demand for gold during 1975, rather than variations in current or expected supply, which was the major determinant of the price. The lesson is surely that disappointment over the failure of gold to achieve ever-increasing price increases, in an environment which temporarily favours investment in other assets, is taking its toll in terms of disillusionment. In the present fluid situation it would be unrealistic to ignore the factors, particularly the proposed first auction of IMF gold, that must tend to set a ceiling to the price; and partici-



Select Committee asked for rapid report

Callaghan wants Europe election views by July

BY JUSTIN LONG, PARLIAMENTARY CORRESPONDENT

Commons staff recruiting protest by MP

MPs HAD inadequate control over recruitment of Westminster staff where priority was being given to ex-ministerial personnel, Mr. William Hamilton (Lab., Fife Cent.) said in the Commons yesterday.

"How many sergeants-at-arms have been pneumoconitic miners?" he asked.

Mr. Hamilton said any employment vacancies occurring within the Houses of Parliament, whatever their status, should be properly advertised in employment exchanges and other appropriate places.

Mr. Edward Short, Leader of the House, replied that most vacancies in House of Commons departments were already notified to employment exchanges, and advertised where appropriate in the local and national Press. The procedure for filling vacancies in the staff at the House of Lords and other departments and organisations within the House of Parliament was a matter for the particular authorities concerned.

The job of Sergeant-at-Arms was an exception as he was a member of the Royal Household and the appointment was in the gift of the Queen.

THE LIST OF APPLICATIONS WILL BE OPENED AND CLOSED ON THURSDAY, 1st APRIL 1976

9½ per cent TREASURY STOCK, 1981

ISSUE OF £800,000,000 AT £95.50 PER CENT

Payable in Full on Application

Interest payable half-yearly on 1st April and 1st October

The Stock is an investment falling within Part II of the Tax Schedule to the Taxes (Investment) Act. An application has been made to the Council of the Stock Exchange for the Stock to be listed on the main List.

THE GOVERNOR AND COMPANY OF THE BANK OF ENGLAND are authorised to receive and allow for the above Stock.

The amount of and interest on the Stock will be a charge on the National Loans Fund with respect to the Consolidated Fund of the United Kingdom.

The Stock will be repaid at par on 1st April 1981.

The Stock will be transferred in multiples of one thousand units in writing or in accordance with the Stock Transfer Act 1962.

Stamp duty will be charged on 1st April and 1st October. The first payment of stamp duty will be due on 1st October 1976.

Interest warrants will be transmitted by post; income tax will be deducted from payments of more than £10 per annum.

Stock of £100 and the interest payable thereon will be exempt from all United Kingdom taxation if it is held by a non-resident and ordinary resident in the United Kingdom of Great Britain and Northern Ireland.

Interest payable on Stock of £100 and the interest payable on Stock of £100 or less will be transferred in multiples of one thousand units in writing or in accordance with the Stock Transfer Act 1962.

Stamp duty will be charged on 1st April and 1st October 1976.

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Stock of £100 and the interest payable thereon will be exempt from all United Kingdom taxation if it is held by a non-resident and ordinary resident in the United Kingdom of Great Britain and Northern Ireland.

For the purposes of the preceding paragraphs persons are not ordinarily resident in the United Kingdom if they are regarded as non-resident for the purpose of corporation tax purposes.

Application for exemption from United Kingdom income tax should be made in due form to the Commissioner of Inland Revenue.

The application form may be obtained from the Auditor of Accounts, Whitehall, London SW1A 2AE.

These exemptions will not entitle a person to claim relief of tax deducted from interest paid on the claim if such treatment is made within the time limit provided for such claims under income tax law, under the provisions of the Taxation of Income from Employment Act 1975, and the rules of the Income Tax Directive.

If it is made within the six months from the date of the claim, the relief will be given.

In addition, this exemption will not apply so as to include in interest on any computation for taxation purposes of the profits of any trade or business carried on in the United Kingdom.

These exemptions will not entitle a person to claim relief of tax deducted from interest paid on the claim if such treatment is made within the time limit provided for such claims under income tax law, under the provisions of the Taxation of Income from Employment Act 1975, and the rules of the Income Tax Directive.

Applications, which must be accompanied by payment in full for the amount applied for, should be sent to the New Issues, Walmsley Street, London, EC4M 8AA; a separate cheque must accompany each application for a sum of £100 or more.

No application for a sum of less than £100 need be made.

Letters of application may be addressed to the New Issues, Walmsley Street, London, EC4M 8AA; a separate cheque must accompany each application for a sum of £100 or more.

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JULY 1976

FINANCIAL TIMES SURVEY

Tuesday March 30 1976

Vehicle Leasing and Finance

Inflation and increased working capital needs have put pressure on corporate cash resources. This has led to favourable trading conditions for the vehicle leasing and contract hire companies. Last year was a good one for them, and 1976 promises to be even better.



The rising price of vehicles, especially in the bigger ranges, has encouraged hire and leasing. Growing sophistication of equipment is an added factor—the Scania truck above is fitted with many extras for long-distance tropical journeys.

Living
Capital
itlay

CONDITIONS continue to improve. In the past two or three years it is hardly surprising that the large operating fleets of motor vehicles have become more receptive to the overtures of the leasing companies. The facts speak for themselves. For example, a company that has been buying its fleet outright until now is now every year making substantial savings on new car prices—up to 10 per cent. and heavier consumption of oil finance houses are prominent. Probably the largest is Dial Contracts, a subsidiary of Mercantile Credit, which has 8,000 cars under its wing. UDT is also well represented, as is Lombard North Central (a subsidiary of NatWest Bank).

The circle is clearly a vicious one, since the need for additional working capital is almost certainly as acute in other areas of any company—stocks, the financing of orders etc. The contract hire/leasing package can therefore be seen as something of a saviour in these circumstances, since it means that valuable cash is not tied up and can be released into other and needier areas. At today's prices it is estimated that an average fleet consisting of 125 vehicles would add up to a capital cost of £350,000.

Vehicle contract hire and leasing is provided from a number of sources, though the large

and heavier consumption of oil

cent. per annum. It was

estimated that over the twelve months the cost of a fleet risen by 27 per cent., the value of a 1972 fleet, other period had risen by 10 per cent.

Companies that have

employed to hold on to us for a little longer are postponing the evil day,

which time new car prices

have risen still further and

the value of the existing

fleet have continued to rise.

But probably more

importantly, the company will

face big to the greater

vehicle failure, repair

and leasing is provided from a num-

ber of sources, though the large

towards tailoring a contract to

suit a company's individual re-

quirements—not just take it or leave it.

Some organisations have

strong loyalties with

garages and prefer to conduct

their own trade-in and purchase.

In these circumstances the

lessee can go ahead in the same

way as if he owned the car

and the lessor steps in to pick

up the bill at that point.

Contract hire, on the other hand,

is where the lessor actually

orders and supplies the vehicle,

and adds in maintenance, road

fund, licence, etc., where fuel

is required.

In the United Dominions

Trust brochure it describes

leasing as follows: "Leasing is

a means of obtaining the use of

capital assets for all, or at least

a major portion, of their useful

working life by paying agreed

sums of money over a fixed

period of time. At no time may

title to the assets pass to the

user, although some benefit

from the eventual sale of the

goods to a third party may be

passed to him." This descrip-

tion applies to all assets that

may be leased—not just

vehicles.

The question of passing

ownership of title requires

further explanation. It is

possible with some leasing com-

panies to benefit at the end of

the day if the actual residual

price exceeds the estimated

residual price at the outset of

the contract. This can never

be achieved in a straight-

forward way and the method

used is for a subsidiary of the

lessor to act as selling agent to

the lessor. In that way, what-

ever benefit there is passes

to the associate or subsidiary

which then, naturally, passes

that on to the parent or lessee.

Another method is for the

benefit to be adjusted into the

next period's rental terms in

the form of lower payments.

There are a number of varia-

tions on the contract hire/lease

theme, and it is probably fair

to say that one discernible

trend has been the movement

Budget.

to be earning in the region of £500,000—possibly £600,000 in 1976.

Needless to say the competition is fierce. The difference almost certainly lies in service. There is no way that the large leasing company can compete with the small almost "one-off" type of operation of the smaller local garage. However in this instance there is likely to be a small variation in price.

There is the possibility that the major manufacturers may move into the leasing/contract hire business in their own right. This has happened in the Continent and France's Renault, for example, has a fleet of vehicles numbering no less than 100,000.

It is now evident that the fleet operator also has need of these facilities, and the current series of seminars have been designed with the needs of both vehicle supplier and user in mind.

Fleetlease lifts the lid off leasing.

The general benefits of vehicle leasing are well known.

They include reduced cash flow, tax relief, improvements in debt/equity ratio and return on capital employed.

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VEHICLE LEASING AND FINANCE II

The advantages of leasing

DISTRIBUTION costs in U.K. capital and interest allowances manufacturing account for anything between 16 and 22 per cent. of sales and have probably doubled in the past decade. This places an obvious premium on the efficient use of transport facilities, an area not traditionally viewed as a major cost centre in industry. In addition, the recent sharp rise in new vehicle prices, both of commercial vehicles and car fleets, together with some cases an almost total squeeze on corporate cash flows in 1974/75, has prompted companies to take a closer look at their transport requirements and the way they should be financed.

At the moment, HP regulations require a one-third deposit and a repayment schedule of 2 years. For leasing, the Control of Hiring Orders of December 1973, demands a down-payment of 10 months' leasing payments but supporters of vehicle hire point to the fact that no further payments are required until the eleventh month, thus providing relatively high savings on cash flow. With leasing, however, you do not necessarily receive any benefit from the residual value of the vehicle and this is an offsetting factor. But the timing of tax allowances, cash flows and profits is really only part of the assessment procedure. Capital considerations are a prime importance.

A large company may, for example, have access to low vehicle hire costs, but for a small company, whose cost of capital may be high, hiring is an important source of very competitive

additional funds, thanks to the economies of scale generated by finance companies. In addition, a hiring contract is the equivalent of a medium-term loan secured on the vehicle, allowing the lessor to create extra charges on existing assets. At the same time, capital is released and can be diverted to other and rapidly expanding parts of the business.

At the moment, HP regulations require a one-third deposit and a repayment schedule of 2 years. For leasing, the Control of Hiring Orders of December 1973, demands a down-payment of 10 months' leasing payments but supporters of vehicle hire point to the fact that no further payments are required until the eleventh month, thus providing relatively high savings on cash flow. With leasing, however,

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A large company may, for example, have access to low vehicle hire costs, but for a small company, whose cost of capital may be high, hiring is an important source of very competitive

advantages and replacement of vehicles. In its most basic form, leasing is an arrangement between the lessor, usually a finance company, leases the vehicle, allowing the lessor to create extra charges on existing assets. At the same time, capital is released and can be diverted to other and rapidly expanding parts of the business.

In practice considerable variations exist. Under "open-ended" leasing, for instance, a leasing contract may be written over a period of, say, four years, and is written off on that basis.

If the operator cancels beyond a certain minimum period, he may buy the vehicle at a pre-determined price. In some agreements, the lessee may receive a credit, in the form of a down-payment on his next.

One of the major changes in the leasing market in the past year has been the introduction, where, for few years has been the introduction, of a vehicle has been leased on a "primary" lease, and the fleet owner's subsidiaries of American parents, continues to pay a peppermint Ford via Ford Motor Credit, rental over the secondary Vauxhall's Master Hire and Chrysler's 2-year service contract.

While it is illegal, in the strict sense, that finance houses, in their recent straits, have had to forgive, while this allowance has always been granted on commercial vehicles, as a capital item, last summer saw Godfrey Davis and Ford Motor Credit win a case against the Inland Revenue, which extended the allowance to car contract hire.

Leasing is still very much in its infancy, but the recent turn of events in the economy has emphasised the advantages of hire-based methods of acquisition.

This has been enhanced by the development of hiring contracts of great flexibility, most of which can be tailored to the needs of the individual company.

Of course every method has its drawbacks, but the industry believes that its most general point, that is that use rather than ownership of a depreciating asset, is what counts for profitability, will gain considerable attention in the near future.

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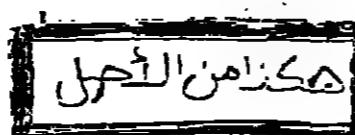
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VEHICLE LEASING AND FINANCE III

The private buyer

AFTER the purchase of a home, pensive when looking at interest rates, unlike a loan for many families buying a new rates, it may be that the dealer where the monthly repayments are fixed from the outset.

Still, the prospective buyer has basically two choices; to arrange a loan or overdraft from a bank or by various routes through a finance house.

Understandably, interest rates charged vary from source to source, but broadly speaking those charged by banks fall into a fairly narrow range, while those charged by finance houses, though higher, tend to be in the same area as each other for reasons of competition.

Overdraft

On straight financial grounds a clearing bank is the first line of approach. Covering a car purchase by way of an overdraft could be the best way to go about it, because interest is charged only on the outstanding balance and at a rate of say 3 to 5 per cent above the base rate, which is currently 8½ per cent. But most banks are reluctant to offer such an overdraft facility for a car purchase, as from past experience the overdraft can drag on, and is not cleared in as quick a way as the clearers, such as the free life assurance that goes with a personal loan with Lloyds up to the age of 60, to cover the outstanding loan balance.

There are possibly reasons couple of points for a new car, why a prospective borrower is reluctant to approach his bank, in which case he will probably try one of the finance houses banks have a close relationship. Both Midland and Lloyds charge a flat rate of 9 per cent, which on a "true" rate of interest over two years is equal to 17.2 per cent. NatWest just pipes them at the post with a flat rate interest charge of 8½ per cent.

Again, as in the case of banks, interest rates from the reputable houses are broadly in the same range, but it is worth looking around, since there are differences.

Typical

A fairly typical set of rates from a finance house through a dealer loan goes something like this. For a new car, the flat rate of interest is 16 per cent, which comes up to a true rate of 32 per cent. If the money is borrowed for two years. Charges on second-hand cars are higher and for a used car up to three years old the interest would be 18 per cent, flat or 36 per cent over two years on a true rate basis.

For a car over three years old but below five, the flat rate is 20.5 per cent, which comes up to a sobering 42.5 per cent on a true rate basis for a year. Cars over five years are unlikely to get a look-in unless it is a high-quality model, and finance-house relations with the dealer are good.

It may be possible to obtain a lower rate of interest if the customer approaches the finance house direct. This could mean a trimming of the flat rate by a

couple of points off the true rate. Moreover, it is worth considering whether the finance being offered is on a HP or loan basis. This makes a difference to the title of ownership, and becomes most relevant if the buyer defaults on his repayments.

Various finance houses also run schemes to attract customers, such as the Installation Protection Insurance offered by United Dominions Trust. Under this scheme, which is arranged through Lloyds underwriters, for a fairly small cost a client is covered should he fall ill or be made redundant and out of work for more than two weeks. If such a problem arises the underwriters will pay the monthly instalments until the customer is working again.

Another option is the arrangement between the Automobile Association and Mercantile Credit where loans can be arranged for AA members for a flat rate of just 11.5 per cent or 22.5 per cent, true for a year. So if a bank loan is out of the question, finance through the AA does not look unattractive. But the important point to bear in mind is that it is well worth spending time taking a good look around at what is on offer before entering into an agreement.

Terry Garrett

Trailer rental facilities in growing demand

THE SLUMP in activity in periods. Moreover, maintenance costs were rising at a rapid rate and it was no longer a viable proposition for the smaller hauliers to continue this internally. Here again the appraisal of fleet replacement policies and the financing methods now adopted. Volume of business has been extremely low over the past couple of years and with costs rising at a faster pace than haulage rates, profits and cash flow were rapidly being eroded. Indeed many of the smaller companies incurred losses over this period while a high proportion were forced out of business.

This lack of internal cash resources left the hauliers with little alternative but to use outside financing arrangements such as those offered by the clearing banks, merchant banks and the various finance houses. Many of the smaller businesses which traditionally financed themselves seeking large loans from outside sources for the first time.

Soared

This trend in financing is reflected in the fact that up to the start of 1974 only about 30 per cent of trailer unit sales was financed by the financial institutions but by the end of 1975 the figure had soared to over 50 per cent. Of course the bulk of this does go to the rental companies, which have blossomed on the financial problems of the hauliers, but it does serve to illustrate the changing needs for the private hauliers.

The climate has clearly been right for the trailer rental companies. Apart from the serious need for the hauliers to keep capital expenditure programmes to a minimum, business has been highly competitive and irregular. This in turn put strains on fleet utilisation projections.

There was little point in purchasing a new trailer if contracts were coming through both irregularly and for short

doubtless been the governing factor over the past year or so. Galloping inflation has naturally forced the costs of new trailers through the roof which in turn increases the value of the first-year allowances from the Government. But with profits dwindling at a rapid rate the hauliers have had precious little to offset allowances against.

This clearly illustrates the advantages of tax leasing for it enables companies without current profits to take advantages of 100 per cent, first-year allowances by dealing with a leasing company. Equipment is bought by the leasing company to satisfy the particular needs of the haulier who in turn pays the lessor's rent. This means the haulier avoids the pitfalls of a hefty capital outlay while at the same time he is in the position to pay rents out of the income generated by that particular piece of equipment.

This all sounds fine for the lessee provided the rates charged by the leasing company are realistic, but the problems of late have been that the lessors have found themselves in much the same boat as their customers. They have had similar transport represents a large

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Vauxhall, too, had a tough itself to be at least as sound in year in 1975, although some companies believe that the long run as Vauxhall's or mentors believe that the

Chrysler's method of cheap of a major revival for the company.

Chrysler's scheme pany were sown during this period. But the recovery that has clearly set in since December is probably much more closely related to its new products, the Chevette and the Cavalier, than to anything else done on the finance side.

The other financial tactic adopted by the British manufacturers and their retailers has been discounting. This has been a much less formalised device, not organised on a national level like the HP exercises but worked out on a dealer-to-dealer basis.

But equally it has sometimes had an impact on the manufacturer, since the retail discounts may reflect a larger wholesale discount given by the motor company to its dealer: the agreement may then involve the retailer in cutting the margin on his own dealer discount in order to bring the final price of the car down sharply.

Judging by the reasonable financial results produced by the distributors last year this technique has rebounded more on the manufacturers than on the retailing sector.

The financial interests of the manufacturers and retailing groups are intertwined at the wholesale level. Most manufacturers operate a sale or return system for their cars; this means that car tax does not have to be paid until the vehicle leaves the dealer's showroom, the manufacturer having retained ownership until that point. At the same time, however, a system has developed, pioneered by Ford, whereby the

Detracts

Whether the motor companies will get even more closely involved in finance as a marketing weapon is now an open question. Historically, the industry has argued that participation in the retailing side merely detracts from the main task of making and developing new models, and the measures of last year undoubtedly had an element of panic about them.

On the other hand, in more normal trading times there are considerable profits to be reaped from operating consumer credit businesses, and it would be reasonable to assume a gradual growth of interest by the motor companies in this kind of activity.

Terry Dodsworth

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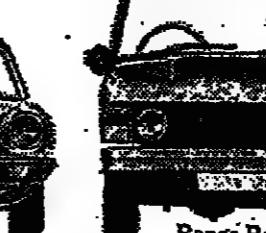
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John Lewis

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THE PROVISION of a company ring replacement is that vehicle car to certain employees is maintenance costs rise predictably by many laymen, including prominent trade union officials, as a perk for executives in the company. But with many industries the company car is a business necessity for quite a number of personnel, many of whom are well below executive level—area managers and representatives are obvious cases. But

The majority of companies purchase cars outright and write off this asset over two or three years coinciding with the period of replacement. Thus the obvious move to alleviate immediate cash flow pressure is to extend the period of replacement. Whether this makes economic sense in the long run is open to question. In many cases the company is merely profiting the problem and like most problems that are put off the eventual cost of settlement increases.

In the first place there is the problem of how to finance the jump from comparatively elderly and low-valued cars currently in use to acquiring more expensive brand-new cars. The move to extending the life of a car makes sense if the price of replacement remains comparatively static, but prices of new cars have moved ahead of inflation over the past two years.

The problems facing companies can be divided into two categories, the immediate how to overcome the current gap and the longer-term of ensuring that the situation is not repeated and aggravated. The second point about defer-

raising credit in some form — hence the use of leasing or hire purchase. The second is to ensure the most economical turnaround periods for which the company cars are used.

The leading operators in the field of vehicle leasing are busy producing financial projections to illustrate the financial effects of various turnaround periods, making various assumptions regarding the future increase in the price of new cars. One interesting exercise from Fleetlease shows that assuming a 20 per cent increase in the cost of a new vehicle it would cost about £38 a year more to change a car each year against holding it for two years and this has to be set against the higher maintenance costs. But each company should obtain a quote based on its individual circumstances.

The financial advantages of leasing are dealt with fully in other parts of this survey. Most important for the individual motorist, who unless he uses his car for business purposes can in no way obtain the benefit of capital allowances by direct purchase, but may well derive this by leasing it to the leasing company seen fit to passing on the benefits.

The ultimate restriction will depend on the form of the absorption of all available profits of the leasing company against which the tax reliefs can be recovered. Some of the major companies in the leasing industry have had relatively poor results in recent years and have had to impose a restriction on the amount of funds

available for least benefits that can be passed on to the customer, ever, quite possibly cheaper and more reliable finance coming but other leasing not currently involved passenger vehicle. now enter the scene.

Encourage

The leasing companies hope that they are more favourable to the forthcoming Budget, reflecting in better hire and leasing terms. Companies have been loyal to the industry by buying for company use. It can be encouraged to be cheaper to finance U.K. cars and manufacturers themselves more by combining finance houses in schemes for leasing.

The leasing houses worried, however, by Revenue's dropping per cent case because consider that it may lead proposals on this point to the Budget in respect of cars. They feel that may be plugged companies a coming Budget with unusual interest.

Eric

The industry's structure and services

The leasing and contract hire cars on self-drive hire. For a start, the numbers of staff required to run the leasing operation are fewer, since the minimum period is one year, not a day and therefore, the administration is cheaper.

The finance houses are well represented—among them UDT, Mercantile Credit, Lombard North Central and Forward Trust—as are the day-to-day rental groups, like Godfrey Davis and Avis. The motor manufacturers, too, are making headway in their own right. Ford has a special scheme which is operated throughout its dealerships, and British Leyland is to link up with Forward Trust, the Midland Bank subsidiary.

At the end of the day, there is very little to choose between the groups in terms of the type of deal offered, though there are, of course, subtle differences in service which each would claim accounts for its individual popularity. The overall trend has been for the services to become less distinguishable if anything, with the pressure of competition forcing the companies to pay more lip-service to their customers.

The rental companies operate their leasing sides as separate entities. For them the growth has been very definitely towards leasing and contract hire—the two are almost synonymous rather than self-drive hire. It

is cheaper, too, for these companies to operate say 3,000 motor cars on a leasing basis than it is to run 3,000

One of the ways around this throughout the country.

problem was clearly to go for leasing.

But even now the liquidity crisis has eased in the corporate sector, the effects of inflation have made it very difficult for companies to contemplate outright purchase. New cars have been rising in value by around 25 per cent per annum. There has been the tendency for companies to try to run their fleets for three, possibly four years instead of the usual two. The only effect of this is temporary, since even if a large cash outlay is avoided there are increased repair bills, loss of time on the road and higher oil and petrol bills to consider.

The contract hire business, in relation to that is extremely attractive. A car can be hired for a set period with all the maintenance, repairs, insurance even in some cases and road tax included wrapped up into a package. Inflation is built in so that the cost to the company of running that car is at least known for the duration of the contract. And there are none of the responsibilities of ownership.

Furthermore, it is vital for those companies with car fleets to keep their travellers or salesmen on the road for the maximum period possible. If the car breaks down it is possible to pick up a replacement in hours

ample, boasts 200 outlets

The one area, of course, where customer directly, a leasing/contract hire pack is not applied is for the private motorist. For a company the payments may be laid off against taxation and Value Added Tax is another major factor that the individual can get past. It is better for the private owner to either buy through instalment credit, a bank loan or whatever or rental car on a short term basis. The growth in self-drive hire has not been so marked recently—or at least that is the experience among the larger firms—although if there is a growth area at all it is in having self-drive hire motor cars to link up with aeroplanes at the principal airports.

Service conditions adapted almost at will in terms like contract hire leasing really merge into other. One the one hand contract hire tends to be the package, with maintenance, replacement etc., the other leasing tends more of a financial deal. In the latter it is possible for lessee to negotiate the sale/purchase of a vehicle, if the customer's wish, and the lessor merely to pic and bill and fix the lev charges. But in truth there countless variations available between the two and customer nowadays can say that he knows best, hirer will be only too willing to comply.

That £200 extra should not be passed back to the

Keith L

Practices

There are some practices that not all of the leasing/contract hire firms embody into their business. One is the passing on of any benefits in the residual value of motor-cars over and above the original estimate made in the contract. For example, the price of a £23,000 motor-car might be expected to depreciate by 50 per cent over two years. At the end of the period it might be possible, probably because of the make or perhaps the condition of the vehicle, to obtain £1,700.

That £200 extra should not be passed back to the

INDUS
DICTION

COMPANY NEWS + COMMENT

Booker McConnell better than expected

PRE-TAX profits of the Booker McConnell group increased by 16 per cent. from £13.95m. to £16.13m. in 1975, with the net attributable balance emerging at £8.1m., compared with £5.8m.

Stated basic earnings per 50p Ordinary advanced from 20.64p to 22p — the diluted figure rose from 20.08p to 21.24p. A final dividend of 3.36p lifts the year's net total from 5.4p to 5.76p, equivalent to a maximum permitted 8.862p gross, against 8.08p.

First half profits were up from £5.8m. to £8.8m. and the attributable figure from £1.85m. to £2.5m. In February of this year the directors said that notwithstanding an adverse swing in the results of the Guyana companies, they considered overall group results for 1975 would be comparable with those of 1974.

Sir George Bishop, chairman, attributes the 16 per cent profit increase, achieved in a most difficult year, to the spread of operations, both geographical and functional.

It was earned despite the serious loss in Bookers Sugar Estates resulting from maintenance of the sugar export levy at an unchanged level, and from strikes in Guyana, which led to an adverse swing of £1.66m. in the profit of the traditionally dominant Agricultural Division.

Sir George says the outstanding success of the engineering company, whose earnings rose from £182,000 to £1.86m.—is "particularly encouraging."

External turnover ... 1973 1974
Profit 182,000 £1,860,000
after 182,000 18,497

Dividend per share 4.84p 4.84p
Add: pension funding 7.64 1.631
Int. paid less rec'd 1.576 1.576
Taxation 0.214 0.613
Profit after tax 6.059 5.619
Minorities 2.513 2.513
Attributable 6.059 5.619
Prof. dividends 5.619 5.619
Equity 0.000 0.000
Extrad. deficit 0.000 0.000
Ord. dividends 1.833 1.833
Ord. dividends 1.833 1.833
Reserves 4.358 4.358

AN INCREASED loss of £13.163, against £27.143, was incurred by Burgess Products Company (Holdings) Ltd. in the half year to January 31, 1976, after a tax credit of £1.260, against nil.

There is no interim dividend, and the dividend is raised by the maximum permitted—from 0.724p to 0.783p net, with a final of 0.832p.

The total for the year to July 31, 1975, was 3.307p from a net attributable profit of £15.284.

The dominant fact is continuing losses associated with fixed price contracts, the directors state.

The group continues to be adversely affected by inflation and the recession, but signs of improvement are beginning to be apparent in some companies, they add.

The company is engaged in acoustical and electrical engineering.

• **comment**

Burgess Products certainly created a rod for its own back when it moved Burgess Industrial Silencers to the North-East. In 1973/74, Problems with fixed-price contracts, some of which dated from before the move, have pushed the group into increased interim losses (after interest charges of £200,000 or so), following a pre-tax profit of £186,000.

As known, taxable profit was £9.57m., compared with £20.44m. in 1974/75. On a CPE basis, profit would be £10.82m. (£9.69m.). Dividends are up from 1.631p to 2.513p net, the previous dividend. A backlog of orders at Alfreton Switch which may explain a 31 per cent increase in turnover, has been replaced by the threat of Post Office cut-backs and fixed-price contracts still remain to be completed at BIS in the second half.

He reports that negotiations on production costs" and has started across the

INDEX TO COMPANY HIGHLIGHTS

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BCA	22	2	Rolls-Royce Motors	24	4
Booker McConnell	22	1	Rotaflex (G.B.)	22	4
Burgess Products	22	3	Scottish Provident	25	3
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although the rate of loss here is expected to diminish. The turnaround potential in the group is clearly very large, but last night's news and a passed interim dividend sent the shares 3p lower to 34p last night, where they lack any obvious support.

Rotaflex down but confident

A REDUCTION from £791,400 to £537,700 in pre-tax profit is reported by Rotaflex (Great Britain) for 1975, following a first half downturn from £429,500 to £234,500.

He repeats his earlier statement that the building and construction industries remain depressed and says he expects some downturn trading volume during 1976.

APCFM holds 78.99 per cent of the Ordinary, 78.99 per cent of the Preferred and 100 per cent of the Ordinary House. SW. April 28, noon.

No interim by Burgess Products

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DIVIDENDS ANNOUNCED

	Current payment	Date	Corre. of spending for year	Total last year
Barratt Developments int.	1.83	May 28	1.27	6.0
Booster McConnell	3.36	July 1	5.76	5.4
Burgess Products	NIL		0.28	—
E. C. Cases	0.68		0.43	1.19
James Fisher	1.3	June 3	1.13	2.33
Gibbs & Dandy	1.48		1.39	1.39
New Bridge Holdings	3.01a		2.75	2.75
Rotaflex	0.35		0.38	0.75
John Shannon	0.81		0.31	0.79
W. Tyzzack Sons & Turner	1.25		0.76	0.76
		April 24	1.13	2.46

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. ↑On capital increased by rights and/or acquisition issues. (a) Gross throughout.

BIDS AND DEALS

£0.6m. Thorn bid for Stanwood

Thorn Electrical Industries is while having an iron making a £600,000 take-over offer deal impact on merc for the electrical retailing and TV and will allow the rental group Stanwood Radio to devote its full time to its group activities. It is cash and compares with a price of £1p last Friday night; the price ended 1p harder yesterday at 1p.

The shares have been as low as 5p this year, compared with a peak in 1973/78 of 26p. The nadir came earlier this month when the group announced that a trading loss of £80m. was expected for 1975, having incurred a pre-tax loss of £105,000 at the half way stage. It was announced then that management had been reinforced by the appointment of Mr. J. Spindlow, chairman of John M. Newton.

The offer follows the 1p per share Stanwood share holding in the hands of Electronic Rentals which has risen of around 23 per cent. Electronic Rentals has written down its holding in its own account, is said to be reserving its position and is considering the Thorn offer.

The company would not be drawn on whether it would consider making a take-over bid on its own account; its interests would be more likely to centre on the TV retail side of the business, and not the retail interests, which would be ploughed into to retain its quotation.

He added that he offered the Reed Board.

The Board of Reed in October, N. M. Rothchild, in relation to the s intention bid, standing Reed share holders to take no action.

Security Trust was set up in 1983 as a 50/50 partnership between the Wolfson interests and International Bank, a banking group based in Washington DC. It was announced yesterday that the Wolfson interests had acquired the International stake in the company, though no further details were available.

Security Trust, with offices in Birmingham and Walsall, concentrates on personal banking business and repairing, at the end of last year had a total balance sheet of £7.3m. and produced pre-tax profits of £143,000. It is expected to carry on with the same kind of business.

A year ago Sir Isaac's family trust sold their main banking business, Anglo-Portuguese Bank, to Norwich Union for some £12m.

Security Trust, formerly held through Anglo-Portuguese, then converted to direct ownership of the family. Directors of Security Trust include Mr. Peter Dunne, a general manager of Anglo-Portuguese, together with Sir Isaac, Lord Thomson and Mr. Anthony Rohman.

ASSOCIATES DEALS

Cavemore has bought 33,000 units Wine at 15p on behalf of Thomas Hardy Pte.

W. Greenwell on behalf of Mr. G. J. Suckling, a director of East Sussex Engineering, bought 2,500,000 shares in unquoted.

In both cases BTR east cost.

A statement issued by Silentbloc said the company would now continue to be covered by its existing Articles. It also said the company had been advised by legal counsel that under the existing Articles a director retiring by rotation is deemed to be re-elected irrespective of the result of the vote unless a new director was elected in his place or a resolution was passed not to fill the vacated office. Therefore Mr. Whitehorn remains a director, "unless he decides to resign".

BTR said last night it lodged its vote in opposition to the re-election of Mr. Whitehorn "as a protest against the new Articles" and that it wanted to "emphasise its objections were serious, real and justified." The spokesman went on to stress that this was not a personal attack on Mr. Whitehorn, but that BTR would have its votes against whichever director was being nominated for re-election.

He added, "It was not the intention of BTR to get Mr. Whitehorn out, otherwise we would have presented an alternative director for election."

Terms are that Supasave pur-

chase the capital of MoneySave for the nominal sum of £1, and that Roskill should guarantee the net shareholders funds of MoneySave as at April 3, 1976, at £115,000.

As known, MoneySave incurred a loss, before tax, of £234,000 in the 28 weeks to December 13, 1975 (profit 1974 £143,000). The disposal will strengthen the group by eliminating the continuing losses and drain on cash resources permitted.

ON A TURNOVER up to £13.35m., pre-tax pro-

fit of £1.2m., and a net profit from £286,017 to £73,376, net profit at 1975/76, net profit at 1976/77, after being £162,420 to £25,513 a

The year's profit is up to £66,411 for a stock values to reflect market prices and make redundancy payments.

After tax down from £173,623 to £25,781. The top share price fallen from 5.65p to 2.70p.

A final dividend of 1.268sp a share is permitted.

The Edinburgh and Dundee Investment Company Limited

Summary of Results

Total Net Assets at Market Value	Year to 31st Jan. 1976	Year to 31st Jan. 1975
Ordinary Stock Units:	165.0p	107.3p
Asset Value	2.88p	3.13p
Earnings	2.88p	2.70p

Geographical Distribution of Investments

Equities : United Kingdom	%	Equities : 34.3
United States	39.5	42.6
Japan	6.0	3.5
Europe	1.9	3.5
Australia	4.3	3.6
Other Countries	4.4	3.4

We are pleased to announce that

Christopher Wysock-Wright

has joined our firm as an Executive Director

197 Knightsbridge
London SW7 1RB
England

Russell Reynolds Associates, Inc.
Executive Recruiting Consultants

245 Park Avenue, New York, New York 10017

NEW YORK CHICAGO LONDON LOS ANGELES

R-R Motors' long term confidence

THE CURRENT YEAR for Rolls-Royce Motors Holdings, opinion is a somewhat subdued note, says the chairman, Mr. I. J. Fraser.

Car sales are continuing adequately throughout the world; there are grounds to believe that prospects for the car industry everywhere are now starting to improve. But the directors will not be convinced of this before a few more months have passed.

In the diesel engine business,

demand is slack. Further

ahead, however, the prospects look brighter as some longer-range developments in both the car and the diesel engine fields start to ripen.

Capital expenditure, including the investment in the purchase of the Crewe factory freehold, during 1975 amounted to £3m, which exceeded historic depreciation by £1.5m. Current authorisations amount to £3.3m.

Mr. Fraser points out, however, that the balance-sheet does not tell the full story since a part of the investment in new diesel engines is financed by Governmental customers upon terms which leave with the com-

pany an acceptable small measure of risk.

In this sense, therefore, the Board is pushing ahead with an "anti-cyclical" investment programme to build up the market when it is completed.

At the time it is completed the market will be able to take the extra production.

This policy will mean consuming capital, perhaps a great deal more than in previous years and decades to come. The responsibility of the Board will be to see to it that the providers of further capital are properly remunerated.

As known, group pre-tax profit increased from £4.95m. to £5.75m. in 1975—a year regarded as one in which the policy of concentrating on developing export markets and on the two product categories, aero and diesel engines, which bear the Rolls-Royce name, has started to pay off. Direct export increased by more than 50 per cent.

A recalculations on a global basis of what results would have been had the results of the principal outlined in the report of the Scotland's committee on inflation

accounting been adopted shows (£1000s omitted): profit before tax and after interest per accounts based on historical cost £3.788; less cost of sales adjustment in respect of stock held at March 1975 ("holding profit") £2.200; less additional depreciation on assessment of current value of fixed assets £750, add current purchasing power adjustment to net monetary assets less liabilities £2.200, net profit before tax as adjusted £3.000.

It is estimated that current value to the business of fixed assets being depreciated is approximately £2.5m. more than current book value.

The advent of inflation accounting will fit inflation continues at anything like the present level it will cause all manufacturing companies to review their dividend policies, says the chairman. Accordingly, it was thought prudent to recommend the same level of dividend as in the past two years—3.5 net—until the future can be seen more clearly.

During the year, whereas the figure for stocks and work-in-progress increased by 27.5m. to £33.1m., net bank overdrafts and loans were reduced by £4m. of which £2.1m. was accounted for by proceeds of the rights issue.

Meeting, The Churchill Hotel, Portman Square, W. April 22, noon.

H.A.T. SETTLEMENT

H.A.T. Group has issued to the vendors of Geoffrey Collins 50,000 10p Ordinary shares in satisfaction of the balance of the purchase consideration for the latter company. Collins was acquired in November, 1973.

Extracted on March 15, 1976.

The remaining exercise price

range from £1.35 (54p) a share

to £6.67 (£4.07) a share and expire

between September 26, 1977, and

September 16, 1978. The company

also announced a net loss of

£42,800 (£28,000) for the half-year to December compared with a

net profit of £60,513

were at 5 cents (13.24p) and

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Barratt Developments Limited

INTERIM STATEMENT

Barratt Building Nationwide

The Barratt Group again reports increased profits allied to continued expansion of its activities. All sectors of the Group made "good progress" during the six months ended 31st December, 1975 but the most significant feature was a substantial increase in the number of houses completed and sold over the corresponding period last year.

The following are the unaudited results of the Group incorporating H. C. James Limited, control of which was recently acquired.

	Half year ended 31st Dec. 1975	Half year ended 31st Dec. 1974
Turnover	£7000	£7000
Net Profit:	33,280	18,600
On trading, including rental income	4,234	2,146
On land sales	34	470
Taxation	4,238	2,616
Pre-acquisition profit of H. C. James Ltd.	2,227	1,373
Profit attributable to the Group	1,969	1,243
Interim dividend	492	178
	£14,777	£10,664

The net profit before tax of H. C. James Limited for the six months to 31st December 1975 was £1,235,000 on a turnover of £7,785,000. These results are considered very satisfactory and have been achieved by a combination of increased market penetration in existing areas of operation and expansion into new geographical areas.

In compliance with The Stock Exchange requirements consequent upon the successful bid for H. C. James Limited the Directors state they are of the opinion that, having regard to the overdraft and other facilities available, Barratt and its subsidiaries have sufficient working capital for their present requirements.

The forward sales position for the Group's new houses is extremely strong, the contracting order book is at record levels and the commercial development programme is continuing to make satisfactory progress. The rapidly increasing geographical spread has been enhanced by the acquisition of H. C. James Limited and with the land bank substantially increased since July, 1975 the Group is well placed to maintain growth. An interim dividend of 1,829p net per share has been declared which is payable on 28th May, 1976 to shareholders on the register at close of business on 27 April 1976 (the same as the interim dividend of 1,271p net per share last year with the addition of 10 per cent on the total dividend paid in respect of last year).

L. A. BARRATT,
Chairman.

Huddersfield & Bradford Building Society - 1975

A year of record progress.

Report on

ANNUAL GENERAL MEETING

Against a background of economic, social and financial stringency the Society's assets grew by £45m to a total of £372m - presenting an increase of 14% - and deposits increased by £12.3m representing a rate of 3.3% of shareholders' liquid funds, increased to over £23m amounting to 23.5% of total assets. At the year end loans due to shareholders and deposits totalled over £251m. During 1975 the Society achieved a

Copies of the Annual Accounts are available from any Branch of the Society or from the Head Office.

Huddersfield & Bradford Building Society

Head Office: Permanent House, Westgate, Bradford BD1 2AU. Tel: Bradford 34822 (STD 0274). Member of the Building Societies Association Authorised by Investment by Trustees. Assets now exceed £370,000,000.

Bath & Portland Group

COMMENDABLE RESULTS IN DIFFICULT CONDITIONS*

Extracts from the circulated review of Sir Kenneth Selby (Chairman)

Highest Profit in Group history.

Exports rose to £2.1m from £1.6m and British plant exports totalled £3.04m.

Bank borrowing contained at £5.0m.

Useful contribution expected in next financial year from the £47m contract in Iran.

Group remains well placed to meet any upsurge in the economy.

DIVISIONAL SUMMARY (£'000's)

	1975	1974	Sales	Profit	Sales	Profit
Analys	9,724	498	9,604	581		
Building & Civil Engineering	25,707	1,045	25,066	907		
Cultural	12,020	1,016	11,957	1,234		
Marketing	6,717	614	5,715	457		
	54,188	3,174	52,342	3,178		
Interest Payable		1,084		1,160		
Op profit before taxation		2,080		2,019		
Op profit per Ordinary Share	6.77p	6.49p				

Copies of the Report may be obtained from The Secretary, Bath and Portland Group Limited, 20 Manners Street, Bath, BA1 1JX.

Healthy letting position at English Property

SIR BRIAN MOUNTAIN, chairman of English Property Corporation, feels it is gratifying that during this year's trading the group's lettings worldwide have held up "most satisfactorily."

Overall vacancies within the completed investment portfolio are "minimal" and while there are a few disappointing local situations within the development programme, the general picture is "very healthy."

Even in the sensitive areas there are distinct signs of growing confidence leading to improved letting activity, says the chairman.

While the group has continued to expand its development activities in North America, no new projects have been undertaken in the U.K. or Europe. Expenditure during the year ended 31st October 1975 amounted to £20.1m. in Europe, £12.3m. in North America, £11.8m. in Europe and £10.6m. in the U.K. and Europe.

Group commitments at October 31 amounted to £128.4m. compared with £91.9m. a year earlier. These comprised under contract in the U.K. and Eire £17.6m. (£2.7m. overseas), and overseas £50.3m. (£40.07m.), and an uncontracted pending arrangement of satisfactory finance £51.8m. (£0.6m.), U.K. and Eire and £17.1m. (£22.45m.) overseas. Long-term finance had been arranged at the year end of £33.6m. (£26.46m.) in respect of the group's commitments.

As reported, net revenue attributable amounted to £60.4m. (£1.22m.) in the year 1974-75. Turnover amounted to £110.7m. (£54.09m.). An analysis of turnover and group trading result shows (in per cent): U.K. and Eire 20 (23) and 45 (40); Europe 2 (5) and 2 (same); and North America 76 (74) and 55 (58).

During the year short-term debtors fell from £10.2m. of which £9m. is the liability of the parent and since the figure for the parent, this figure has been reduced further to £2.2m. in view of facilities normally available the chairman says it is unlikely it will be necessary, or desirable, to materially reduce this figure in the coming year.

In his annual statement, Mr. J. A. Soden, chairman of the subsidiary Trizec Corporation of Canada, reports that the company's financial results will improve as revenues from the existing portfolio increase and as profitability is derived from new properties in which investment has been made both by development and acquisition.

Meeting, Dorchester Hotel, W., April 24 at 10.30 a.m.

Chairman's statement Page 24

See Lex

Barrow Hepburn outlook

WHILE THE trading outlook is uncertain for the U.K. tanneries, all other activities of Barrow Hepburn Group are budgeting for an improvement in profits, says the chairman, Mr. R. Smith.

As known group pre-tax profit increased from £2.02m. to £2.81m. in the year to January 3, 1976 and the dividend is £1.88p net (2,643,700).

The increase in profits was achieved despite high inflation and pressure on profit margins particularly in the U.K.

Although the rate of inflation is reducing throughout the Free World, the trading outlook, particularly in the U.K., is still in doubt, says the chairman.

Investment in factory space and plant last year amounted to £2,458,000. Year end commitments were £802,000 (£639,000) contracted and £498,000 (£143,000) not contracted. A further provision of £435,000 has been made against the book value of the group's investments overseas and at home which included a minority interest in W. W. Ward and Sons.

Directors' emoluments include £3,000 compensation for loss of office. Meeting Dorchester Hotel, W., April 21 at 11 a.m.

Scottish Provident growth

TALKING in detail about the record new business, Scottish Provident reported a 37 per cent, to over £332m. and new annual premiums up 45 per cent, at £8.8m. on the 1974 figures—the Scottish Provident Institute's chairman, Mr. M. D. Pentland says "two factors which made a major contribution are firstly the growth in pensions, benefits of all kinds and secondly a continued strong demand for family income policies."

The chairman stresses that "the life assurance offices are ready, as they always have been, to make funds available to industry for soundly conceived projects, but we must remain conscious that we are in effect the trustees of our policyholders' savings."

"I do not accept the suggestion that the savings institutions have in any way failed to make capital available to potentially thriving and profitable industrial enterprises. Funds have been

NOTICE OF DEFAULT
To Holders of
Subordinated Debentures
Due 1975 and 1976

Builders Investment Group

NOTICE IS HEREBY GIVEN, pursuant to the provisions of Section 6(2) of the Indenture dated 20th June 1974, between Builders Investment Group (the Trustee) and the First and Second Supplemental Indentures between BUILDERS' INVESTMENT GROUP (the Trustee) and the Holders of the Subordinated Debentures, that an Event of Default has occurred pursuant to the terms of said Indenture due to the non-payment of the interest due on December 15, 1975 to the holders of the Trustee's 7½% Subordinated Debentures.

The Holders of the Trustee's 7½% Subordinated Debentures

Dated: March 29, 1976.

UNITED STATES
TRUST COMPANY OF NEW YORK
Successor Indenture Trustee

Dated: March 29, 1976.

Edinburgh and Dundee to earn 'rather more'

Mr. G. T. CHIENE

chairman of Edinburgh and Dundee Investments Company, expects that earnings per 25p share will be "rather more" than 25p for the year to January 31, 1977.

The fall of 5 per cent for the past year, was, he says, in line with last September's indication.

As reported with net asset values net revenue, after tax, was £1,384,309 (£1,450,394) and the dividend is 2.8p (2.7p net).

As the U.K. equity market rose during the year, the directors became increasingly concerned that the balance of 10 per cent held in U.K. fixed interest stocks, Mr. Chiene is returning from the AGM.

Meeting, Edinburgh, April 21 at 10 a.m.

Chairman's statement Page 22

CHRYSLER U.K.

Holders of the two listed debenture stocks of Chrysler United Kingdom have approved proposals to give additional security

beginning to look overvalued, par-

because he thinks it would be a

good thing for a younger man to take over.

Mr. H. McMichael has been appointed managing director and chairman. Mr. Chiene will remain on the Board for one more year, after which he will retire.

It is intended to introduce younger men in due course. With this in view, Mr. W. L. Milligan has intimated that he will retire after the AGM.

Meeting, Edinburgh, April 21 at 10 a.m.

Chairman's statement Page 22

This advertisement appears as a matter of record only.



EUROPEAN ECONOMIC COMMUNITY

US-\$ 300,000,000

8 1/4 % US-Dollar Bearer Bonds of 1976/1982

Deutsche Bank
Aktiengesellschaft

Amsterdam-Rotterdam Bank N.V.

Credit Suisse White Weld
Limited

Swiss Bank Corporation (Overseas)
Limited

Algemene Bank Nederland N.V.

Banque Internationale à Luxembourg S.A.

Commerzbank
Aktiengesellschaft

First Boston (Europe)
Limited

Kuhn, Loeb & Co. International

Orion Bank
Limited

Société Générale

Banca Commerciale Italiana

Kredietbank S.A. Luxembourgeoise

Union Bank of Switzerland (Securities)
Limited

Allied Irish Investment Bank
Limited

Banque Nationale de Paris

Dresdner Bank
Aktiengesellschaft

Hill Samuel & Co.
Limited

Manufacturers Hanover
Limited

Privatbanken
Aktiengesellschaft

A. E. Ames & Co.
Limited

Bache Halsey Stuart Inc.

Banca Nazionale dell'Agricoltura

Banca delle Svizzere Italiane

Bank of America International

Bank Gutwiler, Kurz,

MOULLINEX

GROSS CASH FLOW for 1975 amounted to ... Frs. 204,500,000
representing 17.01% of turnover (an increase
of 15.15% as compared with 1974)
exceptional profits Frs. 1,772,000
re-integration of the 1969
investment provision Frs. 2,028,000
Fr. 3,800,000

Fr. 206,300,000

and deducting
appropriation to the depre-
cipation account Frs. 50,332,000
(as against Frs. 75,263,000 in
1974)
provision for doubtful debts Frs. 785,000
(as against Frs. 427,000 in
1974)
investment provision based
on the state participation of
the preceding year Frs. 14,328,000
(as against Frs. 17,500,000 in
1974)
tax on profits for the finan-
cial year Frs. 46,328,000
(as against Frs. 28,500,000 in
1974)

Fr. 141,593,000

NET PROFITS for the 1975 non-consolidated financial year, excluding staff participation, amounted to 10
comparison of this result with that of 1974
must be made whilst excluding the re-
integration of investment provisions which
came to term after five years, as well as the
exceptional tax paid in 1974, thus showing a
net of 32.63%, representing Frs. 61,694,000 as
against Frs. 48,024,000 the previous year.

If participation this year amounted to
bring the books net profit on the balance
sheet to
is consolidated, results will be published during the first
of April 1976.
dividend to be proposed to the Annual Meeting of Share-
holders on May 15, 1976 will be the same as last year, i.e.
a 2.00 for every nominal Frs. 10.00 share, to which the tax
credit of Frs. 1.00 will be added, making a total amount of
3.00 per share. The dividend will be paid on a capital
which was raised by more than Frs. 13 million over 1974
capital increases due to various staff subscriptions and its
Immun Contribution Fund and amounting to Frs. 1,754,680,
us a further Frs. 11,281,620 representing bonus shares
distributed in August 1975.

T. G. ARTHUR, B.Sc., F.I.A.
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and Spencer House, 4, South Place, London EC1M 4QY Tel: 01-438 8891

The Wobaco Group



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Banque Nationale de Paris, Commerzbank A.G.
Bank of Hong Kong Ltd, Skandinaviska Enskilda Banken
F.W. Lanchot Brothers

Banking Offices:
Luxembourg, Nassau and Cayman
Representative Offices:
London, New York and Panama

**SOCIETE GENERALE
DE BELGIQUE**

Financial Year 1975

In a speech to shareholders at the annual General Meeting held on 16th March 1976, the Governor of the Société Générale de Belgique, Monsieur P. E. Corbiau affirmed his company's faith in future.

Over the last 5 years Société Générale Belgique had invested over BF 5,000 million in company shares; and in 1975 issued convertible loan bonds for a total BF 2,700 million. Applications for these bonds were well in excess of the numbers offered. This success proved the high credit rating of SGB, and the confidence placed in it by the investing public both in Belgium and abroad.

The operating profit for 1975 was 1,409 million and the company paid a dividend of BF 175 per share net of the gain on withholding tax. The break-up value on March 12th 1976 was about 21.256 million.

During the year the company's shareholdings had increased by BF 1,407 million in line with a policy designed to provide sufficient permanent capital for

the further development of firms within the Group, and to strengthen the company's stake in the industries of the future—especially the services sector.

Governor Corbiau emphasised that the difficulties in raising equity capital through the market must not be underestimated, and even companies whose earning capacity had not been in the long term affected by the present crisis were meeting with these problems.

The Annual Report set out in detail the factors militating against company profits which have in turn resulted in an unprecedented shrinkage in company financing by shareholders.

Referring to the current state of business, Governor Corbiau said that although there was now less anxiety in some industries, the problems of inflation and unemployment were far from being solved and he called for a firm national policy for economic rebirth when the crisis from which the country was beginning to emerge was finally ended.

The Annual Report and the full text of Governor Corbiau's speech can be obtained from Société Générale de Belgique External Relations Dept, Rue Bréderode 13-B 1000 Brussels—Tel. 02-51 388 55 Ext. 36 or from Banque Belge Limited, 16 St. Helen's Place, London EC3A 4JBT. Tel. 01-283 1080.

Clark renews interest in forklift truck site

BY KENNETH GOODING, INDUSTRIAL CORRESPONDENT

CLARK EQUIPMENT, the U.S. Group, may choose the U.K. to site a major forklift truck plant in spite of a decision only last May to close its manufacturing operations at Camberley, Surrey.

Clark also stopped making hydraulic cranes at Camberley as part of a reorganisation following several years of U.K. losses.

In 1975, the group's U.K. loss was \$15m. (about £7.7m.) which included a \$8m. (£3.07m.) provision for the closures.

The group's manufacturing operations in Britain have therefore been cut to the making of van carriers and a 50 per cent. share in Crown Cranes.

It remains heavily involved in the forklift truck market, however, through independent dealers and distributors. Lift

trucks, tractor shovels and other construction machinery is being supplied from the U.S. and Europe.

Along with other U.S. lift truck makers—notably Eaton, Hyatt and Caterpillar—Clark has been rationalising European production.

One last week it announced plans to triple production at the Mülheim plant in West Germany,

where Clark concentrates on making internal combustion engine trucks.

It was also said that production would start at Mülheim of selected electric lift truck models. (In 1973 Clark said that Camberley had been chosen to develop as its main production centre for electric trucks.)

The company foresees improved market conditions for lift truck beginning this year and reaching a peak late in 1977 or during 1978.

business were in danger of losing their jobs, he added.

Punitive taxation deliberately designed to wipe out independent businesses is achieving its end by forcing more and more firms into liquidation.

"Those who manage to survive financially are borne down by the intolerable burden of regulations and bureaucracy thrust

upon them by Whitehall."

The national executive of the AIB had set up regional and constituency councils in the South West, North West and Wales to maintain contact with MPs and Parliamentary candidates.

The councils would become a force which politicians would dare not ignore.

APPOINTMENTS

Management reorganisation at Turner and Newall

From April 1, all TURNER AND NEWALL manufacturing companies at home and overseas will operate in the following three divisions, plastics and industrial materials, construction materials and automotive components. The mining and distribution of asbestos fibre will form the fourth world-wide division.

The four divisional chief executives, who will be based at the company's headquarters, will be Mr. F. E. Mills (chairman of British Industrial Plastics), plastics and industrial materials; Mr. D. W. Hills (chairman of TBA Industrial Products), construction materials; and Mr. B. G. Hill (chairman of Ferodo), automotive components. Mr. Mills will be responsible for and manage the new T & N asbestos fibre unit. Mr. C. W. Newton, Mr. Hills and Mr. Hill to J. K. Shepherd, managing director designate, Mr. Newton will be the T & N managing director in charge of the mining and distribution of asbestos.

Mr. H. D. S. Hardie, currently responsible for various overseas manufacturing companies, will be appointed managing and external relations director. Mr. M. A. Bell becomes finance director.

Mr. A. M. Kirnap has relinquished his position as chairman and chief executive of TOOTAL and resigned from the Board for personal reasons. Mr. G. H. Kenyon, deputy chairman, has been appointed chairman and Mr. R. F. Audsley has been made managing director.

Mr. T. C. Leader, managing director of the power and process engineering group of BABCOCK AND WILCOX, has resigned from the Board of Babcock and Wilcox (Operations). Mr. R. Dean, deputy managing director of power process engineering group, is to be chairman of Babcock and Wilcox (Operations). He remains chairman of Woodall-Duckham. Mr. B. Bagley has become managing director of Babcock and Wilcox (Operations) and Mr. W. J. Ryder is now managing director of

Woodall-Duckham, succeeding Mr. Dean. Mr. M. J. Nightingale has been made director of administration and finance of Babcock and Wilcox (Operations). He continues as deputy managing director of Woodall-Duckham. Mr. J. A. Carter has been appointed director of contract operations of Babcock and Wilcox (Operations) succeeding Mr. Ryer.

Mr. John N. Turner has been elected a member of the Board of CROWN LIFE INSURANCE LTD. Mr. Turner becomes a Liberal member of the House of Parliament in June 1976 and held several important posts in the Federal Cabinet between 1965 and 1974. He resigned as Minister of Finance in September last year.

Mr. A. L. Buchanan, comptroller of DECCA RADAR, has been appointed to the Board.

Mr. K. V. Grob has been appointed to the Board of MORICE TOZER AND BECK (Holdings).

Mr. John R. C. Boys, director of corporation administration and special assistant to the chief executive, is retiring from the BRITISH STEEL CORPORATION from to-morrow after nearly 30 years with the industry's central organisations.

Mr. Hugh R. Freedberg, has been appointed director of marketing at AMERICAN EXPRESS, U.K. Card Division.

Mr. J. W. Todd, chief executive and general manager of STONE-PLATT ELECTRICALS subsidiary at Crawley, has been appointed manufacturing director at divisional headquarters. Although he remains on the Board of Stone-Platt, Crawley as chief executive he is succeeded as general manager by Mr. Keith Leech. Mr. Alan Ridings, from the textile division, moves to Crawley to take over from Mr. Leech as works director.

Mr. Vincent J. Meads has been appointed managing director and chief executive officer from April

Mr. Austin Smith, at present general manager, personnel of GRACE BROTHERS, has been appointed director of the company, which is the London office of W. R. Grace and Co., New York.

Mr. Richard Funkhouser, former U.S. Ambassador to Gabon and recently U.S. Consul General in Scotland, has joined TEXAN EASTERN TRANSMISSION CORPORATION as an advisor on international affairs. He will reside in Edinburgh, Scotland.

Mr. Graham J. Barnes, deputy managing director of LAP Advertising, has been elected deputy chairman of the AUDIT BUREAU OF CIRCULATIONS.

Mr. Randal G. Davies, a director and general manager of BRAY CHRONOLOX, has been appointed managing director.

£'s fall will boost

U.K. trade this year

BY ANTHONY HARRIS

THE RECENT fall in the foreign exchange value of the pound wholesale prices of manufactured goods will rise 11 per cent. between last December and next December (compared with recent year-on-year increases of about 15 per cent.), the bankers conclude that a 39.2 per cent. weighted depreciation would preserve the U.K. competitive position as it was last December.

By contrast, the fall this month took the weighted depreciation to 41.8 per cent., giving an apparent 1.8 per cent. advantages ever since the end of the year.

The Morgan analysis, published in the March issue of the bank's World Economic Review, bases its conclusion on a comparison of wholesale price movements for manufacturers, compared with a trade-weighted average.

The U.K. has experienced little net change in competitive position since late 1974, despite inflation greatly in excess of its trading partners.

KUBOTA, LTD.

(Kubota Tractor Kabushiki Kaisha)

6 1/2% Convertible Debentures due 1991

NOTICE IS HEREBY GIVEN to Holders of the above-named Debentures that:

1. By resolution of the Board of Directors dated March 11, 1976, Kubota Ltd. (the "Company") intends to make a free distribution of shares of its Common Stock at the rate of one (1) new share of Common Stock of the Company for each ten (10) shares of Common Stock held. This free distribution is to become effective April 14, 1976 (Japan Time) and will end April 15, 1976 (New York City) to its holders of record on April 13, 1976 (Japan Time corresponding to April 14, 1976 in New York City).

2. The current conversion price of the Company's 6 1/2% Convertible Debentures due 1991 is 370 Japanese Yen per share.

3. After giving effect to the free distribution referred to above, the adjusted conversion price shall be 326.40 Japanese Yen per share.

4. The adjusted conversion price will become effective immediately after April 13, 1976 (Japan Time corresponding to April 14, 1976 in New York City).

March 30, 1976

(This announcement appears as a matter of record only)



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\$25,000,000

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Forfaitierung und Finanz A.G. Zurich

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Manufacturers National Bank of Detroit

London Branch

Mitsubishi Bank (Europe) S.A.

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As Agent

\$100,000,000



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4 3/4% Convertible Subordinated Debentures, due January 1, 2001

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The First Boston Corporation

Bache Halsey Stuart Inc. Blyth Eastman Dillon & Co. Incorporated

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JUL 1976

FINANCIAL TIMES' SURVEY

Tuesday March 30 1976

Spanish Banking and Finance

The rigidity of the Spanish banking system and its wide degree of control of industry has often been criticised. As the country emerges from the trauma of recession, much will depend on the regime of King Juan Carlos and on the steps that are taken to restore democracy in Spain.

Any
questions
be
answered

Roger Matthews

Correspondent

DEEPER implications of General Franco's political difficulties would at least have been tempered by a still steadily rising standard of living. However, Spain is now deeply enmeshed in the worst recession for nearly 20 years, and the climb out is necessarily to introduce a form of going to be delayed by political racy, and the wish of factors. If within the next 18 months to take the months the democratic alternative into the Common Market is actually achieved then the least possible delay a number of searching questions of paramount importance are going to be asked about Spain's economy and to the greatest equality of income and financial and banking opportunity which may eventually put the economy on a sounder footing but in the short-term can but increase the economic difficulties.

Expansion

Since General Franco gave the go-ahead for the great economic expansion in the late 1950s by opening the doors to an eventual flood of foreign capital, the financial structures in the case of Portugal, have to an extent served the country adequately. But to economic management progress was tied to a cheap, plentiful and disciplined labour force and wholesale protection that may ultimately come from the forces of a market agrees it has made in the economy such as are practised 5 years towards becoming in Spain's main trading partners.

The banks, for example, have tend to be outside the competitive power or whether internal divisions and textbook parrot-disproportionate influence in industry, while in political attitudes and once again subject, not always unwillingly, to highly interventionist regime policies and to remarkable freedom to make profits.

There is no accurate figure of the degree of banking control over industry, although it is often stated that through direct and indirect means it is in the region of 40 to 50 per cent. This can range from majority ownership to the exercise of voting proxies through shares lodged at a particular bank, but there is no doubt that an impressive part of the major banks' annual profits are derived from industrial as opposed to simple banking activities. At a time of liquidity problems or more generalised recession, it is similarly not banking criteria that necessarily dictate a bank's lending policy but the fact that customers which are simultaneously subsidiaries or at least "affiliates" are serviced first whatever more objective assessments would suggest. Until recently that has not been seen as a particular handicap to the system mainly because the economy was growing so vigorously. Now, with Spain for the next couple of years urgently needing substantial foreign loans, it might be seen as a positive handicap to a more rational reassessment of industrial strengths and future expansion patterns. It is also debatable that so much direct banking control of industry is advisable when far-reaching decisions need to be taken that

Government expects to lose.

There are certainly opportunities for introducing radical changes in the system of indirect taxation and laying a heavier weight on luxury goods, which, apart from areas where protection from foreign producers is the primary aim, is often very low. Although some multinational companies claim that corporation tax and its equivalents are not so mild as popularly believed, the Spanish company, and indeed the Spanish bank, accept almost without question the need to keep two or more sets of books in operation at once. In the case of the banks there is even some evidence to suggest that the Government this year is actively participating in distinguishing the true level of profitability for fear of the political consequences. Such attitudes spread throughout the capital market, so that fear of disclosure affects a variety of judgments. A company that might otherwise decide to seek a quotation on the stock exchange is frightened off by what are British standards quite minimal disclosure levels and even sometimes by the anxiety that even part public ownership can result in eventual loss of fund management... control. These have been partially responsible for the fact that the three Spanish exchanges in Madrid, Barcelona and Bilbao, do not act as the important source of long-term industrial capital that might be expected from a country looking forward to still more substantial growth.

Mutual funds and closed-end investment trusts have to an

extent served to bring the possibility of stock exchange investment home to more members of the middle class, but "over-optimism" on the part of some managers a few years ago led

Bank of Spain intervention and a loss of public confidence that is only slowly being won back. Because of the relative thinness of the market and the variety of regulations that affect dealings, the stock exchanges are also highly vulnerable to manipulation which in the last days of General Franco had distinct political undertones. In such a climate it is perhaps understandable that among some investors there is a tendency to look on the stock exchanges as glorified casinos in which a rapid capital gain is the primary objective. The fact that a rights issue often forms a principal part of the annual dividend, and is seen to fulfil this role, naturally increases the possibilities for such in-and-out operations. The relative absence of underwriting facilities is a further handicap, although some banks are slowly gearing themselves up to undertake more of this type of operation. If there is a new climate of modernisation inherent in the highly tentative moves towards a more democratic system, it could be that, provided business confidence is not too severely dented, the stock exchanges will begin to realise more forcefully the potential they have as a source of long-term capital.

One asset here would be the development of the insurance industry and its emergence as a major institutional investor.

But the idea of the family as the ability of the Government, the best form of insurance is blue-chip and State-run industries still deeply entrenched, and all tries to raise money abroad few businesses and industries will be critical. With a balance of payments deficit last year of \$3.4bn, following on from one found in Common Market countries. The Spanish executive is only marginally smaller the year before, and the prospects of a similar figure in 1976, the Government will probably be looking to raise well in excess of \$1bn. in the short term. Reserves at nearly \$8bn. are still relatively high but disguise the amount of borrowed capital that has been added to the total. Obviously the Government looks with envy at the sort of support operation that has been mounted to aid the weaker members of the Common Market, especially Italy, during the recent international currency crisis and generalised balance of payments problems caused by the successive rises in the price of crude oil. A scenario sometimes quoted in Madrid is that one of the great attractions of EEC membership would be to tap these same sources in order to give the country the breathing space it needs to cope with its lack of industrial balance and such basic issues as trade union reforms. But to bring Spain's financial institutions into line with Common Market practice and to make the peseta a convertible currency are problems that few members of the regime seem so far to have considered in their wish only to see the benefits of entry.

During the recent currency crisis the Spanish television news was permitted, and probably

CONTINUED ON NEXT PAGE

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Balance Sheet Before Profit Allocation (December 31st, 1975)

ASSETS		Dollars*
CASH AND DUE FROM BANKS	607,806,000	
INVESTMENTS (BOND & SECURITIES)	580,668,000	
LOANS AND DISCOUNTS	2,997,531,000	
CUSTOMERS LIABILITY FOR ACCEPTANCES	342,867,000	
BANK PREMISES AND EQUIPMENT	71,895,000	
SUNDRY ACCOUNTS AND OTHER ASSETS	409,339,000	
TOTAL ASSETS	4,990,106,000	
LIABILITIES		Dollars:
TOTAL DEPOSITS	3,461,766,000	
ACCEPTANCES OUTSTANDING	342,867,000	
DUE TO BANKS	520,566,000	
OTHER LIABILITIES	389,184,000	
CAPITAL	148,310,000	
RESERVES	127,413,000	
TOTAL LIABILITIES	4,990,106,000	

*U.S. \$ 1.00 = peseta 59.144

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" 1967		300.
" 1968		433.
" 1969		699.
" 1970		618.
" 1971		663.
" 1972		841.
" 1973		986.
" 1974		1,003.
" 1975		1,060.

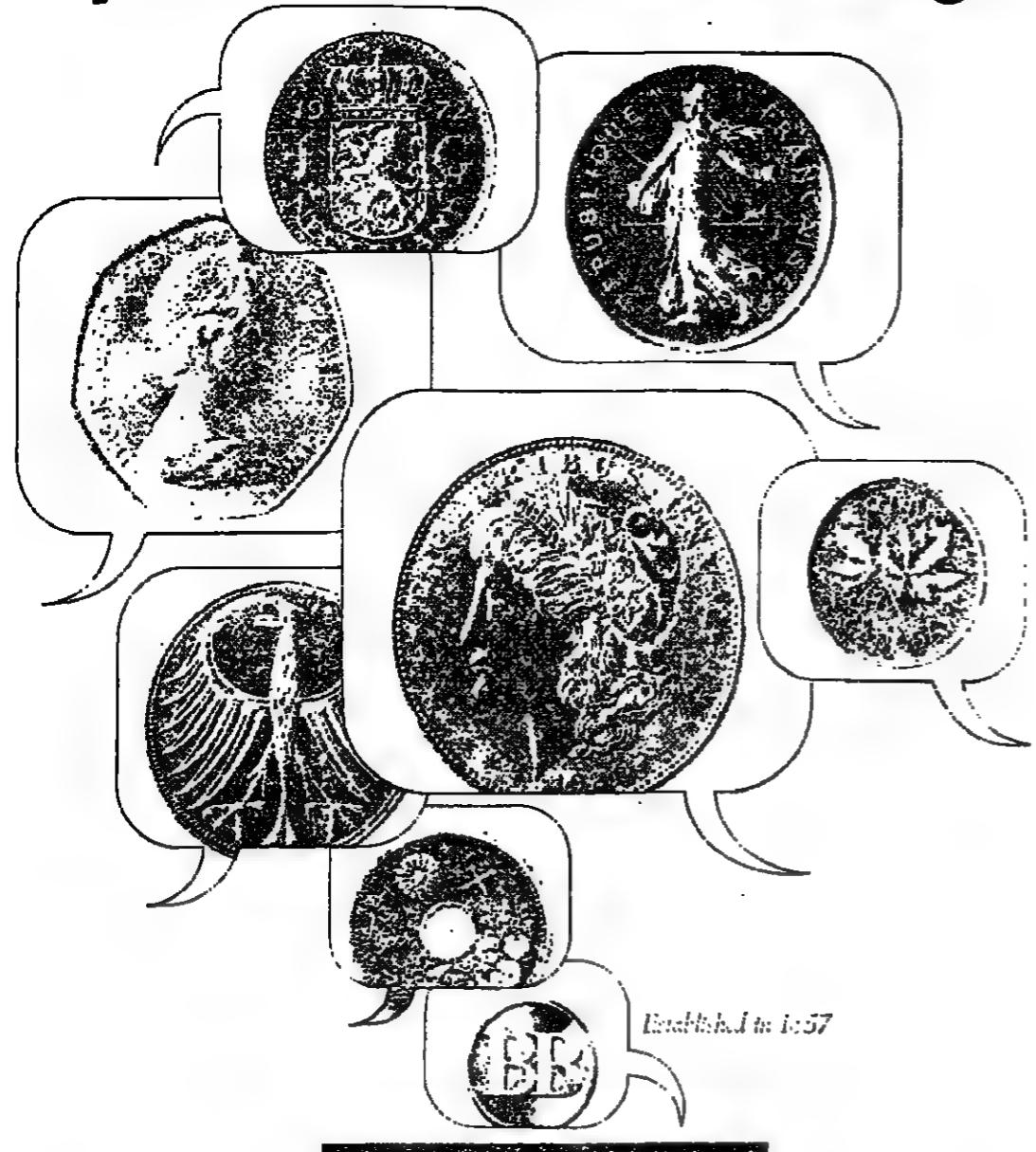
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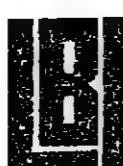
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SPANISH BANKING AND FINANCE II

Paying for lack of economic planning

SPAIN entered 1976 not just with serious short and medium-term economic problems, but with more basic questions having to be asked about the structure of the economy and the cost that may have to be paid for 15 years of rapid but relatively unbalanced growth.

Between 1959 and 1973 the economy advanced at an annual average real rate of 4.3 per cent, which was nearly double that of the members of the European Community. It seemed at least to have solved—temporarily—the previous persistent balance of payments deficits, was able to export domestic unemployment, shifted increasingly from an agriculture-based economy to one with a strong industrial base, and at the same time brought very unevenly distributed but nevertheless significant increases in the standard of living of the bulk of the population. It was an achievement to be measured in both political and economic terms and one that undoubtedly helped to sustain the rule of General Francisco Franco.

The Middle East war in the autumn of 1973 came at a critical moment for Spain and the consequent substantial rises in the price of crude oil had a more critical effect on the performance of the Spanish economy than perhaps on that of any other Western European country.

Coupled with the general downturn in world trade, which also damaged the valuable tourist industry, the country ended 1974 with a current account deficit of \$3.3bn. This reflected not just Spain's heavy reliance on imported oil as a primary source of energy but also the Government's political reluctance to take the sort of necessary if unpopular countermeasures adopted by other nations. Little effort was made to trim oil consumption and industrial production did not until the last quarter begin to reflect the growing resistance found in principal export markets and the weakening of home demand.

Thus a growth rate of 4.4 per cent was achieved although stock-piling was becoming more widespread and went on well into last year. As a result the solid recession did not penetrate Spain forcibly until at least 12 months after it had hit many countries and there is every reason to believe that recovery will be similarly delayed, even without taking into account vital political factors. Provisional figures indicate a real growth in GNP last year of 0.8 per cent, with the agricultural sector, boosted by a good harvest, partly compensating for a decline in industrial output of about 3 per cent. Yet in revision it may be that the 1975 growth rate will be even nearer zero, with current projections scarcely more optimistic for the current year.

Performance

On taking office in December as the first Finance Minister of the post-Franco era, Sr Juan Villar Mir immediately began letting the public know exactly what he thought about the economic performance of the country. Spain, he declared, had not been working enough, was importing too much, consuming to excess, and the labour force had been overpaid. However, solutions were at hand and provided everyone pulled together there was no reason why the rate of inflation should not diminish further during 1976. Up to \$1bn could be trimmed from the balance of payments deficit, and at the same time real gross output could be made towards a return to the growth rates of the early 1970s. The Minister thought that 4 per cent would be possible for this year.

The overall structure of Spanish-manufactured exports is also such that recovery is vitally dependent on a full-scale reactivation in the U.S. and Western Europe. Spain produces too few domestically designed and generated goods of reasonable sophistication and is still a long way from capturing, for example, the sort of market shares the Italians have managed in refrigerators and washing machines. Car exports are also disappointingly low, although when the Ford plant near Valencia comes on stream in the autumn this should help to improve the picture.

All too few economists and industrialists seem confident that an export-led recovery will begin to show itself this year and that meanwhile some way has to be found of financing the substantial deficit. Gold and convertible currency reserves appear tolerably healthy at nearly \$6bn, but no one is quite sure how much of that sum is actually earning money for the country.

On February 9 the Finance Minister abruptly decided to readjust that value of the peseta against the dollar by just over 10 per cent, in the hope that this effective devaluation would give Spanish exports the competitive edge they needed in world markets. Within a month however his political ineptness at home and the turmoil in international currency markets seemed to strictly limited. Last year's 30m visitors to Spain (of whom roughly 60 per cent can be considered as tourists) brought in revenues of devaluating the peseta at that point it was vital to follow up

no real rise in earnings, and the indications for this year are that at the best the situation will remain roughly static.

The industry is already over-supplied with hotels and apartments at the lower end of the market and it may be that 1973, with its 34.8m visitors, represented the peak of achievement.

The net balance on tourism should also hold at much the same level as the economic downturn will affect the number of Spaniards holidaying abroad.

Unemployment in Western Europe, and particularly in France and Western Germany, has also brought to a half the previous steady increase of money transfers from abroad, largely originating from the emigrant labour force. The \$1.16bn that was sent to Spain in 1974 dropped marginally to \$1.15bn last year as tens of thousands of workers returned to their homes in search of work. Estimates for 1976 expect a further fall, perhaps to below \$1bn.

Idea

A similar question hangs over the declining flow of long-term foreign capital as multinationals companies, like their Spanish counterparts, delay investment decisions because of the overall economic position and more pertinently to get a better idea of political developments inside Spain.

Thus the scope for improving invisible earnings is almost nil in the short term, while the fear always exists that any further recurrence of street violence could frighten away would-be tourists to other highly competitive countries. The improvement in the W. German economy and signs of similar trends in France might stem the flow of workers back to Spain, but it cannot be expected to produce any marked increase in remittances during the rest of this year.

The entire burden therefore must fall on exporters and their ability to get a greater share of overseas markets while extra efforts are made to substitute where possible and limit the purchase of luxury goods. However, an examination of the country's imports shows just how little room for manoeuvre there is with an important part of the total bill being taken up with crude oil and items such as animal feedstuffs.

Spain has relatively few raw materials and successive hopes of oil discoveries have so far come to nothing. Particularly worrisome is that so far the import bill has scarcely reacted to the fall in industrial activity.

And although the Finance Ministry is proposing several measures to stem the purchase of luxury items this will hardly do more than scratch the surface of the problem.

Aid is also being channelled towards the main exporting industries, some of which have found themselves severely hit by the world recession.

The shipbuilding industry is one of the best examples. Having been encouraged to grow rapidly during the late 1960s and early 1970s until Spain reached No. 4 in the world shipbuilding league, it is now suffering badly with some companies having reached a state of technical bankruptcy some months ago.

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immediately with a package of measures designed to give the maximum encouragement to production and the shake-out of labour in construction industry areas.

It comes clear, why economists are forecasting a need to create up to 100,000 jobs in the next five years.

For the immediate future the Government is trying to combat unemployment in those areas of the where it is particularly pronounced, by financial public works and hot projects and by increasing amount of official credit available to those in need.

The course that these urgently needed to financing investment utilised merely to employment levels is sometimes "patently duck" companies.

Naturally there is from parts of individual Government to initiate its inflationary policy a move are all to be taken in other Western countries to maintain some form of recession could further and push unemployment to levels that would politically and cause bankruptcies among that are far from just to keep their heads above water.

Strikes

The strikes that especially the Madrid belt during January initially have been holding for many companies high level of stocks, dry sources say had more widespread and serious effect on sectors and business.

Whereas optimists during the latter part of the year had expected much recovery before then a cause of Spain's relative entry into the phase. This would indicate continuing serious among a work force.

The strikes that have plagued Spain since the beginning of the year and, according to some employers' leaders, have already cost the country three times as many man-hours as were lost in the whole of 1975, undoubtedly have a strong economic basis that is naturally fuelled by the refusal of the regime to permit the right of free trade unions. It is debatable whether labour peace could be bought now without paying an extremely high price, although there is some evidence to show that this is precisely what has been happening in some sectors for a decade and a half.

Meanwhile, unemployment is rising and, according to unpublished semi-official estimates, is over 5 per cent of the 13.5m workforce. To this end looking to finance its further foreign percentage, especially in agriculture, while there has been a sharp reduction in the level of exports, on swift recoveries in the economy.

Meanwhile, unemployment is its main trading partners, especially the U.S. and members of the Market. To this end looking to finance its further foreign percentage, especially in agriculture, while there has been a sharp reduction in the level of exports, on swift recoveries in the economy.

It is aware that any other correct measures could have serious political consequences.

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Questions

CONTINUED FROM PREVIOUS PAGE

Indeed one of the fates night after night that the aspects of Spain during the five years will be to see chancs and its partly unchanged, with what success, the when in February it was deviated against the dollar and to a more liberal socio-economic reform, which, as over 10 per cent, this was presented as an inevitable reaction to the peseta's persistent revaluation during the previous 18 months. While such official propaganda is not unusual, it had only the same limited success in its professed efforts to control price rises and has to have decided to certainly failed to convince the public of its determination.

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SPANISH BANKING AND FINANCE III

Slow progress in bank reform

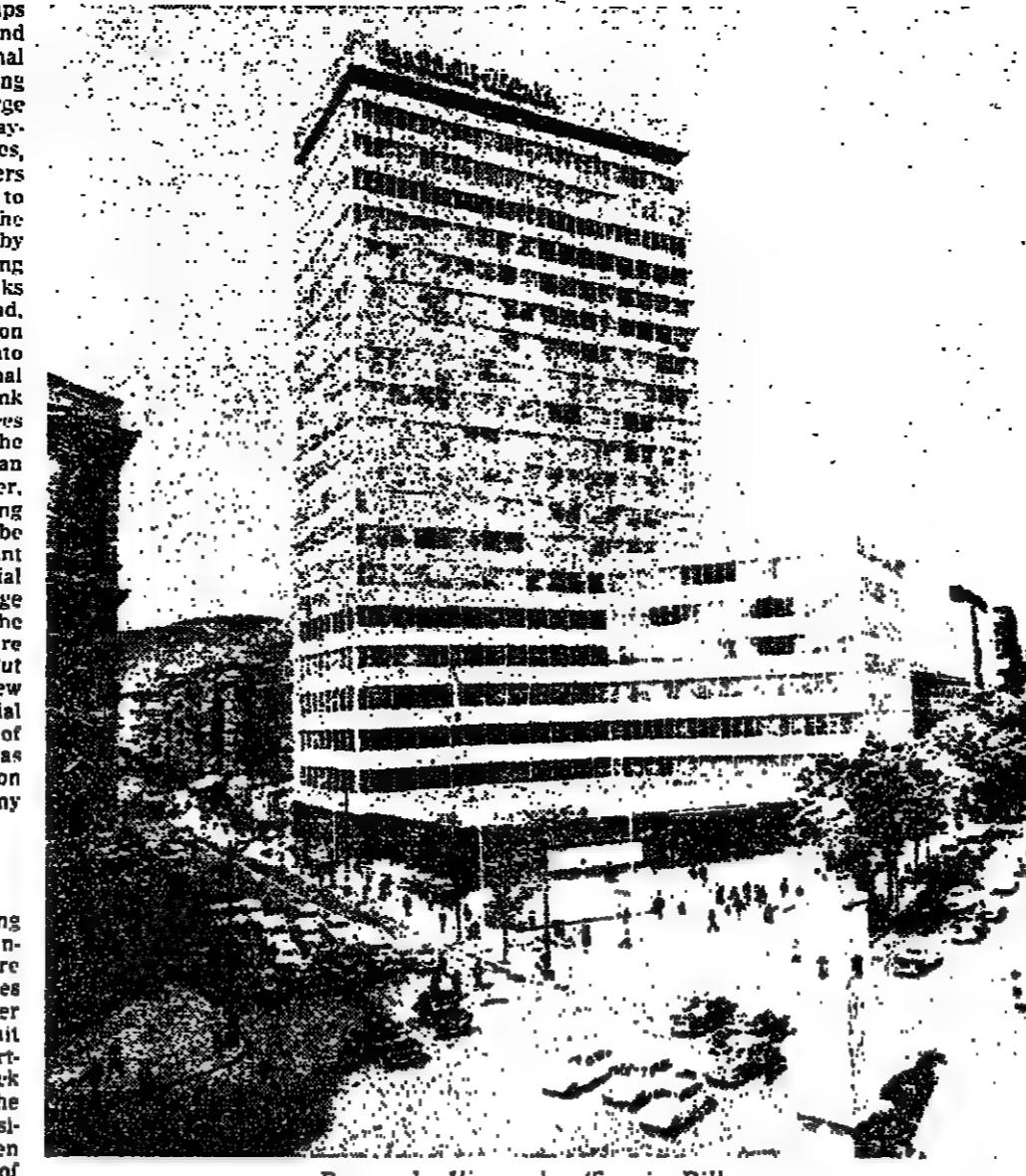
It is only to be expected that by Government action and Spain, They can also perhaps by the passive nature of most offer greater expertise and managements which were, and influence in raising external loans, a topic of mounting to sit back and enjoy the easily importance given the large accrued benefits. Interest deficit in the balance of payments. Equally, if Spain wishes, rates, for both depositors and borrowers, have historically as some Government ministers been fixed by the Bank of Spain have recently been stating, to been reached, where the in relation to the discount rate, achieve membership of the European Common Market by the freeing of rates for periods 1980 and to go on expanding of over two years seems to have the number of its national banks been established. This has not which have full offices abroad, stopped some banks offering then at some point the question illegally high rates for deposits of reciprocity must enter into during liquidity squeezes or the argument. Both the National Westminster and Barclays Bank now have representative offices from charging borrowers similarly adjusted rates.

This type of operation, described locally as "extrafijo," in Madrid, an indication of the banks are thinking. However, the resistance of the banking authorities, who have done little to put an end to it. Those bankers who might favour less restriction on interest rate control sometimes argue that it has to fact allowed a degree of flexibility where none previously existed. In the same way, during really fierce liquidity squeezes the so-called frauds, the new Minister of Finance, Señor Villar Mir, has up and proliferate, some of which are little more than banking agents charging rates substantially above the legal limit for those customers in direct need.

The Spanish banks have also been sheltered from foreign competition, although there are some doubts about how much longer this situation can continue. Apart from the four foreign banks that were established in Spain before the Civil War, there has only been one addition, the Banco Arabe Espanol, which was formed recently in order to take advantage of Arab oil producing funds that were looking for a home. Permission for this bank to set up by-passed existing legislation via a ministerial decree, and there are persistent rumours that a major American bank may soon be accorded the same treatment.

The threat of such developments to Spanish banks is not the forthcoming. In fact distinctions between the compete for funds inside the types of operation have country — legislation strictly increasing blurred, so limits the number of branches o-day there is very little they separates them. The competition between the increasing part of the multi-national companies working in

Growing



Banco de Vizcaya's office in Bilbao.

tion

resive efforts have been by the Government to 1. and restructure the operations. The law of attempted to differentiate in commercial and industries, with banks being the option of which they red. Only one then "commercial" bank opted for "trial" status, while the rapidly set about organi- an industrial arm that handles that area of business would be prepared to advantage of whatever changes in legislation he forthcoming. In fact distinctions between the compete for funds inside the types of operation have country — legislation strictly increasing blurred, so limits the number of branches o-day there is very little they separates them. The competition between the increasing part of the multi-national companies working in

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	1975	1974	+ %
Earnings	1,835	1,545	+17.2
Netted Reserves per Share (Pesetas)	169.94	153.14	+17.6
Dividend per Share	63.05	54.89	+14.9
%	39.2	38.2	
Total Funds (deposits plus equity)	1,06	1,06	
Equity	14.85	14.85	
Market price of shares at end (Pesetas)	3,500	3,155	+10.9
Yield on Shares (%)	1.50	1.44	
Earnings Ratio	20.6	24.3	
at year end	6,077	5,365	+13.5
Deposits	11,226	6,574	+70.9
Equity	17,303	11,929	+46.1
Equity	12,359	10,837	+17.3
Deposits at Year End	144,504	128,696	+12.3
Savings Currency Deposits	6,677	7,148	-6.8
Term Bonds	17,681	14,066	+25.7
Deposits	165,862	149,910	+12.8
Deposits per Branch at year end	628	600	+4.7
Deposits per Employee at end	19.71	18.32	+7.8
and Discounts at year end	120,564	110,028	+11.4
Loans and Discounts	21,000	20,768	+1.1
Currency Loans and Counts	10,518	5,598	+87.8
Loans and Discounts	164,032	145,395	+12.8
Bank Branch Office at year end	610	582	+4.8
Term Investment (%)	17.0	14.8	
Joint Notes	48.1	33.5	
Deposited by Customers	62,133	49,136	+26.5
Employees for year	8,566	8,183	+4.7
Branches (number)	5,277	5,061	+3.8
Offices (number)	132,058	109,746	+21.0
Branches (number)	92,652	76,563	+21.0
Figures relate to consolidated data including Banco de Negocios and are in millions of Pesetas unless indicated.			

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both by Government action and by the passive nature of most managements which were, and influence in raising external loans, a topic of mounting to sit back and enjoy the easily importance given the large accrued benefits. Interest rates, for both depositors and borrowers, have historically as some Government ministers been fixed by the Bank of Spain have recently been stating, to been reached, where the in relation to the discount rate, achieve membership of the European Common Market by the freeing of rates for periods 1980 and to go on expanding of over two years seems to have the number of its national banks been established. This has not which have full offices abroad, stopped some banks offering then at some point the question illegally high rates for deposits or the argument. Both the National Westminster and Barclays Bank now have representative offices from charging borrowers similarly adjusted rates.

This type of operation, described locally as "extrafijo," in Madrid, an indication of the banks are thinking. However, the resistance of the banking authorities, who have done little to put an end to it. Those bankers who might favour less restriction on interest rate control sometimes argue that it has to fact allowed a degree of flexibility where none previously existed. In the same way, during really fierce liquidity squeezes the so-called frauds, the new Minister of Finance, Señor Villar Mir, has up and proliferate, some of which are little more than banking agents charging rates substantially above the legal limit for those customers in direct need.

The Spanish banks have also been sheltered from foreign competition, although there are some doubts about how much longer this situation can continue. Apart from the four foreign banks that were established in Spain before the Civil War, there has only been one addition, the Banco Arabe Espanol, which was formed recently in order to take advantage of Arab oil producing funds that were looking for a home. Permission for this bank to set up by-passed existing legislation via a ministerial decree, and there are persistent rumours that a major American bank may soon be accorded the same treatment.

The threat of such developments to Spanish banks is not the forthcoming. In fact distinctions between the compete for funds inside the types of operation have country — legislation strictly increasing blurred, so limits the number of branches o-day there is very little they separates them. The competition between the increasing part of the multi-national companies working in

commercial banks' Ptas. 3,263bn.

Leaving aside the relatively tiny Postal Savings Bank, this gave

the unified savings banks 31.31 per cent. of the total, compared with the commercial banks' 66.69 per cent. This has to be seen against the related figures for 1968 or 28.28 per cent. and 69.50 per cent. and emphasises the slow but steady progress made by the savings banks.

Such progress is surprising

if the extremely low interest

rates offered by the savings

banks are taken into consider-

ation, especially during a period

when inflation has been running

in excess of 15 per cent. a year.

This, of course, is not the fault

of the savings banks, some of

whose managers claim that

because they are obliged to

invest a large part of their

deposits at preferentially low

rates according to the overall

scheme of the Government.

Their own operating margins are

being heavily squeezed. Addi-

tionally, they say it is an absurd

situation when their funds

mainly drawn from the less

well-off members of the rural

population, are then re-lent at

well below market rates to com-

panies that are in fact owned

by their main competitors, the

commercial banks.

At this point the regional

issue ever close to the surface

becomes involved. Spain's

largest savings banks are based

in Catalonia and, so regionalists

claim, have been used to trans-

fer capital from that area to

other parts of the country and

especially to develop the indus-

trial belt around Madrid. As

if that was not bad enough from

their point of view, the Catalans

investors have also been paid

a pittance for the use of their

funds. However, commercial

banking is making a comeback

in Catalonia, which for a

variety of reasons, some politi-

cal, has never quite seemed able

to compete with the far more

prosperous basques.

Thus all Catalan-speaking

Banks Catalana has been seen

to make large strides in the past

few years, with its strong,

almost exclusive, regional bias.

Other banks in the area have

also been attracting a growing

level of deposits and tacitly

appealing to Catalan companies

to maintain the flow of cash

within the region, avoiding as

far as possible the interference

of central Government. Such

attempts are still limited by

the Government, which has just

increased to the legal limit of

25 per cent. the level of deposits

which are subject to overall

official control. This, according

to the regime, has been made

necessary because of the nation's

economic problems and in par-

ticular the desire to offer more

cheap official credit to those

companies that might be able

to assist in an export-led

recovery. The savings banks

suffered similarly but with a

4 per cent. increase instead of

the 2 per cent. which was

applied to the commercial

banks, against whom they

already felt heavily discrimina-

ted. Indeed the situation has

now been reached where the

commercial banks have over 500

more branches than the savings

banks, whereas in mid-1974 the

savings banks were themselves

</

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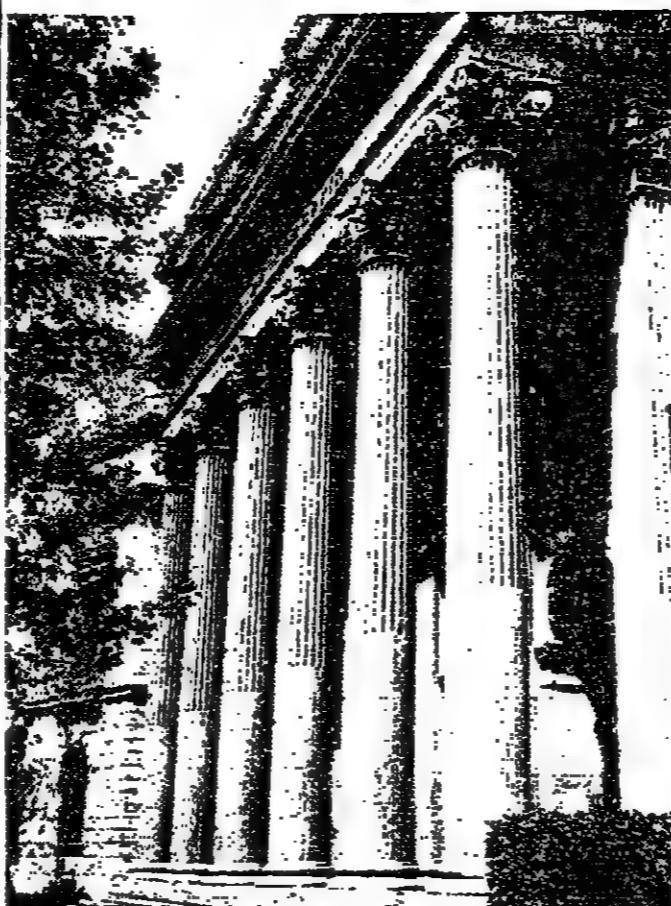
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Richard Ellis

SPANISH BANKING AND FINANCE IV



Left: The Madrid Stock Exchange. Right: The trading floor of the Exchange.

Stock market still has its limitations

OVER THE past ten years the Spanish capital market has made very considerable strides, offered rather than a lack of both from the technical stand-point and in trading volume.

This development has been increasing and progressive, 1972 and 1973 being key years.

From the technical angle, of particular importance is the appearance of new investment instruments hitherto practically unknown on the Spanish market. The impulse of closed end funds and the creation of unit trusts as well as the proliferation of professional services, have made this sector of the economy progressively more competitive and realistic.

The debenture market is much narrower than in other countries, basically because of the limited attraction of the interest rate (around 9 per cent, gross) in a country like Spain with high inflation, and also because of the taxes paid on interest which reduces the net yield considerably. As a result, simple debentures have to be placed with certain types of institutional investors such as savings banks, insurance companies and official pension schemes. Given the low return, the number of issues of convertible debentures has gone up a great deal in recent years: convertible issues accounted for 26 per cent of total issues of debentures in 1962 and 53 per cent in 1975.

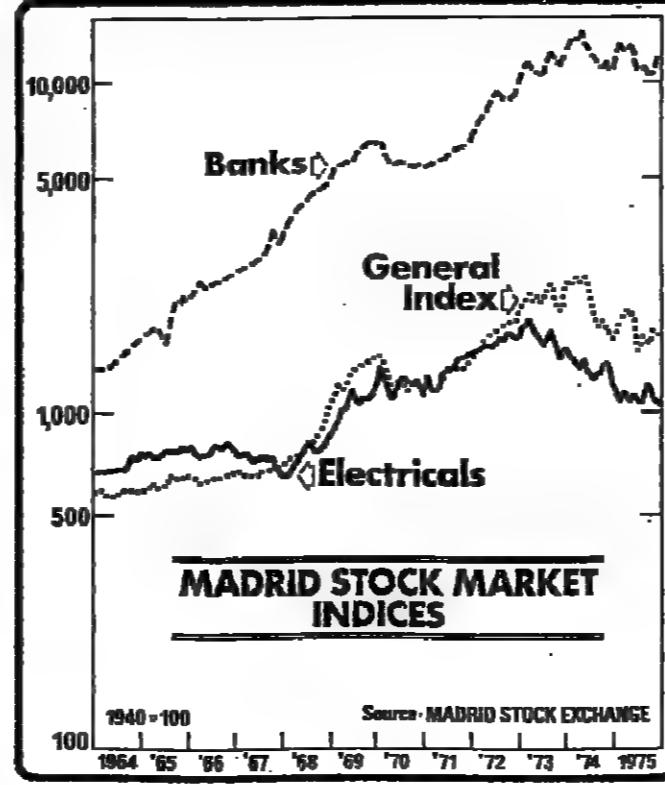
Despite this, the Spanish stock market is still limited in volume. The total capitalisation of the market is \$24bn., compared with \$41bn. for W. Germany, \$122bn. for the U.K. and \$780bn. for the U.S. This

	Market represented by the 10 leading companies	Percentage
Spain	21	53
France	27	34
Britain	122	23
W. Germany	41	33
Netherlands	13	75
Italy	11	50
Belgium	8	50

Source: Banif SA Investment Bulletin

Foreign investment, Ptas. bn.	Net annual	Cumulative total
1964	2.2	5.2
1965	1.8	7.0
1966	3.0	9.9
1967	5.1	15.0
1968	5.5	20.5
1969	2.2	22.6
1970	2.2	24.8
1971	2.0	26.9
1972	3.1	30.1
1973	6.8	36.7
1974	3.2	34.5
1975	0.2	34.7

Source: Banif SA Investment Bulletin



obtained in this normally lower, imprecise financial structure of quoted companies. However, the frequent offerings of stock make them difficult for stock market investors being wary of gearing. Apart from having sufficient dividends to maintain active trading at the present time, frequently offer little to the investing public. Problems are also given the general situation of Spanish profits, although in the long term advantages to be will outweigh the payment of back taxes.

The Spanish stock market is naturally suffering from the momentary political and economic crisis. Recent history has given guidance to the present action of political and economic strength, felt that signs of economic recovery are appearing, although still some distance to go. A real upturn will be if the outcome of tensions is positive, doubt that the stock market will offer very much potential, a widely expected that will be reflected in market prices and costs of funds.

Costs

Spanish companies as a rule generate internal finance at a relatively low level, given the heavy investments carried out in recent years and the low profit margins caused by rising costs.

The narrowness of the market is of course a characteristic of most of the EEC countries, and the difficulty of carrying out

Angel Lasuncion



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ARMING AND RAW MATERIALS

Commodity
ice rise
recast
by Edwards

W. but steady rise in
the prices in the final
quarters of 1976, acceler-
ately in 1977, is fore-
seen by London stockbrokers.
A. Seirgeon in their
test report on the "Out-
Commodities," out yes-

report suggests that the
pressure for higher prices
is to be concentrated in
(non-metal) commodi-
ties of the lag between
in consumption,
est. At the end of the year, it
ected that percentage
changes between metals
commodities will not
be different, assuming
harvests are

any. Scrutineers are

about the future for com-
markets, although it is
not the fundamental
factors will not be
so buoyant for
upturns in prices before

tudy forecasts that com-
will be generally
15 per cent. to 20 per
cent in the last quarter
than in 1975, and "dur-
overall commodity price
s of 20 per cent. to 30
could be anticipated."

Mr. Brendan McGahan, market
executive for the Ulster
premia are deducted from the
Livestock Marketing Commission.

Peart to be questioned on Ulster beef stocks

MR. FRED PEART, the Minister of Agriculture, is to be questioned in the Commons about reports that more than 1,000 tons of Northern Ireland beef is being withheld from the British market and is being put into EEC intervention stores.

"If this is true, it is nothing short of a public scandal," Mr. Gwynn Roberts, Labour MP for Cannock, declared yesterday. He has tabled a question asking Mr. Peart what effect this situation will have on beef prices in the province.

"It is absolutely criminal that food should be deliberately withheld from consumers when there are still hundreds of thousands of people in this country on the mainland," he said.

"Even if under Common Market policies, he cannot make it available to the public in the short term, some arrangements should be made to make it available to special categories like pensioners and those on supplementary benefit."

"It is all very well for Mr. Peart to come back from Europe and say he has always achieved victory, but if the victory means more costs for the British housewife, then the sooner we can contract out of these sort of arrangements the better."

Mr. Brendan McGahan, market executive for the Ulster

peart to cold stores in the province. There is no legal way of repaying the premia once the cattle have been either slaughtered or offered for intervention in the Republic. At present no premia are being paid because of the high level of market prices in the province.

The effect of the high rate of intervention buying in the Republic—about 50 per cent. of the weekly kill—since the prices went up on March 15—has meant a marked decrease in exports to this country, which has kept beef price just above intervention levels since March 15.

Nevertheless, individual traders here have been offering small quantities to the U.K. Intervention Board with a view to testing the system. The amounts offered and accepted so far have been small, but they could well increase substantially on any slackening of the trade.

Traders have found that the standards being imposed by the Ministry of Agriculture officials implementing the scheme are very high and that only the very best carcasses are being accepted.

Although beef going into intervention cold stores is apparently of first class quality, it deteriorates on being frozen and, when disposed of, has to be sold at much lower figures than when fresh.

New peaks in coffee market

By Richard Mooney

COFFEE PRICES surged to new all-time peaks on the London futures market yesterday. The May position climbed to £244 a tonne before closing £3 above the pre-weekend level, at £243.

The market strength was based mainly on U.S. buying, and the initial strong rise was seen as reflecting the performance on the New York market on Friday. The rise was further encouraged by speculative and chartist stop-loss buying.

Last year's average price was 80 cents per kilo. To-day it is just under 150 cents per kilo, and there is no sign of the steady upward trend changing demand continuing firm.

The auction price jumped 53 per cent. in the first half of this season. From July to January, 1976, it had gone up to 139.5 cents a kilo, compared with only a small offering available at some of the future sales, much of the remaining wool stock could go too.

N.Z. WOOL MARKET

From bust to boom and sales stay up

By DAI HAYWARD, WELLINGTON CORRESPONDENT

NEW ZEALAND wool prices have undergone a dramatic rise this season and are now heading for record heights.

In the first half of this season, NZ's total wool sales were likely to reach \$450m., up 52 per cent. (\$4,646,659 kilos) on the country's economy.

The increased prices in 1976 cannot be compared directly with those received in previous years, as inflation and various devaluations have eroded the value of the NZ dollar. However, there is considerably more optimism about the future than there was at the beginning of the season—or even at the end of last year.

With bids at the last few sales of almost 180 cents a kilo, growers are delighted. But some observers in the industry are becoming concerned that the rapid increase and high level of prices could work against the use of wool.

Those concerned with maintaining stability as part of the long-term plan to find a thread of symmetry in the evolution of the upper剪影 should be put on prices, but their views will receive little attention.

More wool is also being support at present from the NZ record was established during secured in NZ following a jump in wool industry or the NZ farm.

Reaction in metal market

By JOHN EDWARDS, COMMODITIES EDITOR

METAL PRICES moved lower on the London Metal Exchange yesterday, despite a further weakening in the value of sterling. Copper set the trend, with cash warehouses closing 55.5 a tonne lower, at £700 and declining even further on the late verb.

A further rise of 3,500 tonnes in copper stocks, taking holdings in LME warehouses to an all-time record of 530,900 tonnes, was in line with market predictions and had little impact on prices.

But the rise emphasised that bullish talk of a resurgence in demand and threats to supplies have not materialised in concrete form, the rise in stocks only being slowed down.

The stocks rose marginally, as expected, by 75 tonnes to 5,845, while zinc stocks fell by 1,000 tonnes to 50,650. LME silver holdings increased by 30,000 ounces to a total of 15,290,000.

Cautiously going one step

Sheep scab showers ineffective

Financial Times Reporter

MODERN SHOWERS are not effective for treating sheep scab, the Ministry of Agriculture said yesterday.

Announcing the result of a special trial conducted by its Central Veterinary Laboratory,

it said that while it regarded the use of showering equipment as good husbandry practice for treating sheep against other pests, it wanted to make it clear that for the purposes of the Sheep Scab Order, the dipping of sheep must continue to be done by the immersion in a bath.

The trial, using a modern shower, showed that on examination of the 54 sheep involved on the 10th and 25th days after treatment, live scab mites were found and a third of the flock continued to show characteristic symptoms of the disease.

It is under this last item that the new consultative body will attempt to develop ways of reducing wide fluctuations in copper prices on international markets and ensuring that prices are sufficient to be remunerative to producers and equitable to consumers.

Booker compensation talks start

BY OUR OWN CORRESPONDENT

GEORGETOWN, March 29.

THE GUYANA Government and Booker McConnell have begun talks on compensation for the fact that the Booker team will probably nationalise its holdings in that country on May 26.

The Guyana Government has named a high-powered negotiating team and a battery of experts, including senior trade unionists, for the discussions.

The low key in which the impending take-over of the largest foreign company in the Guyanese economy is being treated here contrasts with the emotionalism which was evident at the take-over of the Jessel Holdings. The feeling is that this is partly due to the size of the Sheep Scab Order, the dipping of sheep must continue to be done by the immersion in a bath.

The trial, using a modern shower, showed that on examination of the 54 sheep involved on the 10th and 25th days after treatment, live scab mites were found and a third of the flock continued to show characteristic symptoms of the disease.

about 90 per cent.—is said to be State land, a point which will be emphasised by Government negotiators. On the other hand, the Booker team will probably stress the massive network of drainage and irrigation canals which the company has put in to make the estates productive, despite the low-lying condition which is below sea level.

Trade sources predict, however, that the negotiations will be tough and will have to be pushed hard if they are to be completed by the deadline of May for the take-over.

It is felt that the roughest sessions will be on the question of land. The negotiators will bear in mind a recent Bill amending the Land acquisition Act to provide for compensation 40 per cent. of the economy, and in cash or bonds and for payment to the better image of Booker compared with Jessel's.

The impression given to Government publications and by Government spokesmen is that the Braham Government's

Most of the 100,000 sera-
tive agents of Booker will be planted by Booker with cane—

PRICE CHANGES

Prices per ton unless otherwise stated.

Mar. 29 + or - Mar. 19 + or - Month ago

Metal

Aluminium (wt.) ... 2480 ... 2430

Free Flotation ind. (US\$6.41/cwt) ... 1255-1375

Copper (wt.) ... 1200-1250

Lead (wt.) ... 1270-1275-1300-1325

tin (wt.) ... 1250-1275-1300-1325

3 months ... 1250-1275-1300-1325

4 months ... 1250-1275-1300-1325

5 months ... 1250-1275-1300-1325

6 months ... 1250-1275-1300-1325

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54 months ... 1250-1275-1300-1325

55 months ... 12

Send troops call to U.K. by Kaunda

BY BRIDGET BLOOM

LUSAKA, March 29.

THE only alternative to an escalating guerrilla war against white Rhodesia is military intervention by Britain and the imposition by Britain of a settlement leading to majority rule within one year, President Kenneth Kaunda of Zambia said here today.

Talking to reporters at State House this morning, he said that, following the failure of the Smith-Nkomo talks, there would now be "the best thing" for Rhodesia, if it would save lives and help bring the war to a rapid end.

Asked what he meant by "genuine," Dr. Kaunda outlined two stages to bring majority rule to Rhodesia within a year. First, Britain should arrest the rebels including, he suggested, Mr. Ian Smith and his Ministers, and dissolve Parliament.

All groups

Then, Britain should appoint and chair an interim executive committee representing all racial groups, and including the external and internal wings of the African National Council and "genuine whites like Garfield Todd and the repented Roy Welensky" (respectively former Rhodesian Prime Minister, and Former Prime Minister of the defunct Central African Federation).

This committee, which the President emphasised, must also include representatives of the freedom fighters, would have to "work flat out" for one year to arrange elections on the basis of one man, one vote.

Dr. Kaunda was asked whether such a solution would have to involve British military intervention in Rhodesia. He replied: "Yes, without qualification." He added that if Britain was unable to undertake such action "then they'd better keep out altogether."

President Kaunda said he had not put his proposals to the British Government and his replies to earlier questions suggested that he did not have much hope of their being accepted. As far as he was concerned, there had been "no move at all from Britain" in the present circumstances of Rhodesia.

But it seemed virtually to rule out the possibility of

days

Minister orders inquiry into asbestos health risks

BY KENNETH GOODING, INDUSTRIAL CORRESPONDENT

By Margaret Reid

THE long-delayed report of the Department of Trade inspectors into Vehicle and General Insurance, which collapsed in 1971 leaving a million motorists without cover, is expected to be published within the next two weeks or so.

The V&G failure, which prompted many searching questions about supervision of insurance companies, and, in turn, led to legislative action to tighten controls, was followed quickly by an official inquiry.

Mr. Michael Eastham, QC, and Mr. R. T. M. McPhail were appointed to investigate the affairs of the company.

On July 19, 1972, the then Minister for Trade, Mr. Michael Noble, told Lord Glenconner, told the Commons that a copy of the report of the inspectors had been sent to the Director of Public Prosecutions.

Police inquiries were then being made, said Mr. Noble. These would inevitably take a considerable time, and measures while the report would not be published.

In March last year, Mr. Sam Silkin, Attorney-General, told the Commons that the Director of Public Prosecutions had received the report of police inquiries into the collapse of Vehicle and General.

Mr. Silkin added that the Director was considering the report, in consultation with counsel and what action should be taken.

Store closure: Accountants may be sued

BY MARGARET REID

THE POSSIBILITY of a legal likely to be very substantial in action for negligence against an international firm of accountants is raised by the closure of the West German store company Bieberhaus.

UDS Group, the British tailoring retail concern, which has a 20 per cent stake in Bieberhaus through its half-shareholdership of the German Hubner Group, faces a \$m. net loss as a result of ending the Bieberhaus venture.

The total loss which the closure of Bieberhaus, a Frankfurt department store business, means for Hubner—another store company which UDS owns jointly with the Turkilz family—appears investigating accountants in

U.K. French Concorde talks



BRITISH AND French leaders meet in Paris for talks on the future of the Concorde. Left to right: Mr. Stanley Clinton Davis, British Under-Secretary, Ministry of Trade; Mr. Marcel Cavaille, French Transport Minister, and Mr. Gerald Kaufman, Minister of State for Industry.

Saudi Arabia may buy 300 U.K. fighter-bombers

BY RICHARD JOHNS, MIDDLE EAST EDITOR

SAUDI ARABIA appears to have entered into serious negotiations with the British Government over its possible purchase of as many as 300 Jaguar fighter-bombers.

This emerged yesterday as the first meeting of the UK-Saudi Arabian joint commission for economic co-operation—which has been established to stimulate and expand British participation in the Kingdom's \$12bn. five-year development plan—began in London.

The forum, set up as a result of Crown Prince Fahd's official visit to Britain last year, will no doubt cover the sale of aircraft.

These have now reached the point that Air Chief Marshal Sir Andrew Humphrey, Chief of Air Staff, recently visited Riyadh with a top-level delegation.

It is understood that Saudi Arabia may be prepared to spend more than \$1bn. on purchasing these aircraft.

Also at stake are contracts for maintenance and further development of air force infrastructure in the Kingdom with a value of up to £1.5m.

In December, Prince Turki, Minister of Foreign Affairs, Trade,

bin Abdel-Aziz, Saudi Arabian Deputy Minister of Defence, and the British senior official level, by Mr. John James, Under-Secretary at the Board of Trade.

The Prince, who was accompanied by the Commander-in-Chief of the Saudi Air Force, acknowledged the Kingdom's "interest" in the Jaguar, but added that no serious discussions had yet taken place.

The talks will take up a number of questions covered by Mr. James Callaghan, Foreign Secretary, when he paid an official visit to Saudi Arabia in November.

Apart from new towns, they include hospitals and health services, schools and education ports, telecommunications and defence in general.

Nothing as dramatic as a major arms deal will emerge from the three-day consultations on economic collaboration this week, aimed at identifying areas where British Government agencies and UK companies can become involved in projects in the Kingdom.

New towns

One example is new towns in the nine-man Saudi delegation paid calls on Mr. David Ennals, Minister of State, Foreign and Commonwealth Office; Sir Anthony Part, Permanent Secretary at the Department of Industry, and Sir John Llewellyn, Baron of the British Council. Last night, they were being entertained to dinner by Mr. Peter Shore, Secretary of State for

Trade.

On Wednesday, senior representatives of British companies which might be able to implement projects agreed on a government-to-government basis will be called in to take part in the commission's work.

Yesterday afternoon, Mr. Alireza and other members of the Saudi delegation paid calls on Mr. David Ennals, Minister of State, Foreign and Commonwealth Office; Sir Anthony Part, Permanent Secretary at the Department of Industry, and Sir John Llewellyn, Baron of the British Council. Last night, they were being entertained to dinner by Mr. Peter Shore, Secretary of State for

Trade.

Developments is £1.6m. up at 4.26m. pre-tax. The newly acquired Janes accounts for £1.22m. of the increase, and with profits from land sales on its 1975 peak, and the earnings background in the UK, contains a number of weak areas.

But a sixth of profits were earned overseas last year (excluding Guyana) and the 6.4 per cent yield is covered 3.3 times.

English Property

English Property's report underlines its continued heavy involvement in development, which accounts for a quarter of property assets with commitments under contract of £70m. and a further £50m. authorised. Moreover, EPC is capitalising £20.5m. of development output, compared with pre-tax profits of £4.26m. though the 5.250 and 5.500 in 1975-76 with horn would be forced out, as Barratt's prices during calendar 1975, but an 18 per cent jump in building costs.

Margins now appear to be the points relating to the appointment and removal of

directors. But it is less clear

that it was well advised to han-

ding pace with costs. Moreover,

the group is talking about

removing the chairman. Or did

two-thirds are below £11,000 aware it would have to propose

each—from £250 to between a new director before Mr. White

was only

gesture. Perhaps it should make

this point absolutely clear.

THE LEX COLUMN

Booker minus Guyana

Booker McConnell's results confirm that future earnings are not likely to be hit badly by nationalisation in Guyana and the shares jumped 13p to 141p yesterday. Profits for 1975 are £2.2m. higher at £16.1m. pre-tax and the chances are that Booker can sustain this sort of return in 1976—when the tax charge should be easing down from last year's 58 per cent. The group stands to lose in Guyana of around 20.9m., at the net attributable level in spiritus and stockkeeping and manufacture, but losses on sugar are currently not far behind that.

by disposals this year. Short-

term borrowings have fallen

even further since last October;

while the debt profile has been

considerably improved since

1973, EPC remains highly

geared even when Trizec is

deconsolidated, to show equity

through a capitalisation of £23m.

Last night's price of 51p is a

low for the year and compares

with a published fully diluted

net worth of 129p.

The rent roll is now running at about £1m. a year and with a record contracting order book, Barratt should make over £25m. pre-tax in the year to June, which puts it in a different league from most of the other housebuilding specialists. Its shares have shown a considerable strength relative to the sector for a long time—partly reflecting the low gearing—though a capitalisation of £23m. at 115p is still a long way from the glamour ratings of the last bull market.

Silentbloc

Results of the polls taken at last Friday's general meetings of Silentbloc confirm that BTR through its 27 per cent shareholding has succeeded in blocking the proposed adoption of new Articles. It has also achieved a majority against the re-election of Silentbloc's chairman, Mr. C. F. Whitehorn, chief legal officer of Prudential Assurance. But through a technicality Mr. Whitehorn stays on because no new director was proposed in his place—though ironically, under the new Articles he would have had to go.

Public rows of this nature are rare in the City, and the question is why, when there has been a lengthy history of poor relations between Silentbloc and its major shareholder ever since the bid failed in 1971, the Board did not sound out BTR in advance. Silentbloc says that the new Articles were considered to be non-controversial, and it was not necessary to consult with particular shareholders, although the proposed new borrowing powers were cleared with the institutional investment protection committees. But however innocent its intentions, it seems to have made a misjudgment.

For its part, BTR was perfectly entitled to vote against proposals which, rightly or wrongly, it considered were endangering its interests. BTR was especially sensitive about

the points relating to the ap-

pointment and removal of

directors. But it is less clear

that it was well advised to han-

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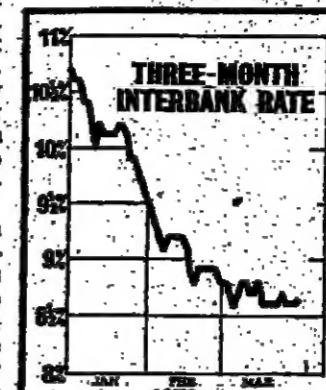
two-thirds are below £11,000 aware it would have to propose

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Weather

UK TO DAY
RAIN or showers, some wintry in the North. Brighter in the South.
London, E. S.E. S.W. and Cent. S. England, E. Anglia, Midlands, Channel Is., S. Wales. Dry, bright periods. Wind W. fresh or strong. Mar. 11C (52°F). N. Wales, N.W. and Cent. N. England. Showers, bright periods. Wind W. strong. Mar. 10C (50°F). Lakes, I. of Man, N.E. England, Borders, S.W. Scotland, N. Ireland. Rain at times. Snow on hills. Wind W. strong to gale. Mar. 14C (57°F). Rest of Scotland. Showers or rain. Snow on hills. Wind W. strong or gale. Mar. 5-6C (41-43°F). Outlook: Showers, sunny spells. Lighting-up: London 20.00. Manchester 20.10. Glasgow 20.21. Belfast 20.27.

BUSINESS CENTRES

Year	Mid-day	Year	Mid-day
Alberta	5	Manitoba	5
Amsterdam	5	Melbourne	5
Barcelona	11	Mexico City	11
Buenos Aires	11	Milan	11
Burkina Faso	12	Montreal	12
Burma	15	Moscow	14
Burundi	15	Montevideo	14
Cambodia	15	Nairobi	15
Caracas	15	New York	15
Chile	15	Peru	15
Colombia	15	Prague	15
Dakar	15	Rome	15
Damascus	15	Rio de Janeiro	15
Dubai	15	Rome	15
Egypt	15	Santiago	15
Frankfurt	15	Singapore	15
Geneva	15	Stockholm	15
Glasgow	15	Toronto	15
Hong Kong	15	Tunis	15
Iceland	15	Tokyo	15
India	15	Tunis	15
Indonesia	15	Vienna	15
Iran	15	Washington	15
Iraq			